

Kelsey Barak

From: Sid Lambert
Sent: Monday, June 26, 2017 4:26 PM
To: Steve Hartfield
Cc: Ben Rubke
Subject: RE: RFP Clarification

Steve,

I appreciate you contacting the city, but I is fine giving Ben the information. Thank you again for you contacting Purchasing.

Sid Lambert

Purchasing Supervisor • Management Services
slambert@fontana.org • Office: (909) 350-7678

From: Steve Hartfield [mailto:steveh@taser.com]
Sent: Monday, June 26, 2017 1:21 PM
To: Sid Lambert <slambert@fontana.org>
Cc: Ben Rubke <brubke@axon.com>
Subject: RFP Clarification

Good afternoon Sid,

I am the CEW Rep for Fontana PD and it has come to my attention that we currently do have an RFP with your agency (Body Cams + CEWs under OSP plan) submitted with Ben Rubke, our Axon Camera Rep back in April. However, I have had Sgt. Snyder reach out to me over the last 10 days in regards to just getting him a quote for CEW's (weapons only) using a 'Training Budget' funds and a different program called TASER 60. I wanted to make sure that emailing this info should not be a problem with the current RFP that may still be ongoing concerning the cameras.

Can you let me know if this communication to wrap up the weapons portion is an issue as I have had no Body Cam discussion with the Sgt.

Thank you.

Steve Hartfield
Smart Weapons Specialist-CA

O / 480.515.6318
F / 480.999.6160

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TASER INTERNATIONAL IS NOW AXON

Protect Life.



Feel free to reach out with any questions, or if you're looking to get information or order something. I look forward to working with you and being a resource to your agency.

Kelsey Barak

From: Purchasing Office
Sent: Wednesday, April 26, 2017 12:35 PM
To: brubke@axon.com
Subject: Bid Alert: BODY WORN CAMERAS - POLICE
Attachments: Body Worn Cameras SP-98-PD-17.pdf

This is an automated email notification. Please do not reply.

A new bid request was posted by City of Fontana which meets your selected criteria.

Project Title: BODY WORN CAMERAS - POLICE

Release Date: April 20, 2017 3:22 PM (Pacific)

Bid Due Date: May 11, 2017 2:00 PM (Pacific)

Please visit [BODY WORN CAMERAS - POLICE](#) for further details!

Thank you,
City of Fontana

Kelsey Barak

From: Steve Hartfield <steveh@taser.com>
Sent: Monday, June 26, 2017 1:21 PM
To: Sid Lambert
Cc: Ben Rubke
Subject: RFP Clarification

Good afternoon Sid,

I am the CEW Rep for Fontana PD and it has come to my attention that we currently do have an RFP with your agency (Body Cams + CEWs under OSP plan) submitted with Ben Rubke, our Axon Camera Rep back in April. However, I have had Sgt. Snyder reach out to me over the last 10 days in regards to just getting him a quote for CEW's (weapons only) using a 'Training Budget' funds and a different program called TASER 60. I wanted to make sure that emailing this info should not be a problem with the current RFP that may still be ongoing concerning the cameras.

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Thank you.

Steve Hartfield
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Kelsey Barak

From: Candy Thomas
Sent: Tuesday, June 27, 2017 4:36 PM
To: shawnacee@axon.com
Cc: Sid Lambert; Angela Stover; James Burton
Subject: FW: Request for Additional Feedback - SP-98-PD-17

Ms. Neziol,

Per your request a brief summary of our phone conversation:

I explained that our RFP left everything very open-ended so vendors could indicate their solution to our Body Worn Camera program. We did not list specific requirements as it would possibly limit us to a product that may not have the most current features/options available due to today's rapidly changing technology. Although we did have Taser as a BWC vendor for our trial period as well as other companies to varying degrees we did not select your product because it does not have some of the capabilities that our selected vendor has. A few of those items are: no audio only recording, no gps, no individual still photos (only from videos), needs a separate device to view in field, etc.

We were very transparent with Ben throughout the RFP process as we were with other vendors. We have purchased smart devices to move forward with our chosen vendor. Should our needs change or our current vendor does not meet our expectations we may revisit the process in the future.

Thank you for your inquiry.

Candy Thomas

Sr. Administrative Analyst
Fontana Police Department
17005 Upland Ave.
Fontana, CA 92335
(909) 356-7144
cthomas@fontana.org

From: Shawnacee Neziol [<mailto:shawnacee@axon.com>]
Sent: Friday, June 16, 2017 4:30 PM
To: Sid Lambert <slambert@fontana.org>
Subject: Request for Additional Feedback - SP-98-PD-17

Good afternoon Sid,

Thank you for the opportunity to bid on The City of Fontana RFP for Body Worn Cameras (SP-98-PD-17). Body worn technology represents a fundamental shift in the way police departments, cities, and communities

administer and improve law enforcement. We're excited that Fontana is taking this step and look forward to hearing about the positive impacts this new technology has on The City.

While we respect and appreciate The City's intent to move forward with another provider, we were disappointed and surprised to see two vendors receive higher RFP scores than Axon. Based on the criteria listed in the RFP (experience, responsiveness, system, project plan, and cost) we would greatly appreciate your guidance into where Axon scored lower and ultimately lost the bid. With stronger experience, financials, hardware / software development, and project planning resources than any other vendor in the space (notably the top-two scoring vendors) we hope you can provide additional insight into your selection process and criteria.

Further, if the vendor you have selected does not fulfill your needs for an exceptional solution, we welcome the opportunity to discuss the issues as well as potential remedies. Our agencies have told us that a rigorous side-by-side field trial is key to the evaluation process. Therefore, we continue to offer a year-long national field trial at no cost if you're considering further evaluation of the top-three scoring vendors.

<https://www.axon.com/info/offer>

Axon's mission is to Protect Life and Protect Truth. As a long-time partner to law enforcement, we also welcome candid feedback to improve our solutions to serve you better.

Thank you so much,

SHAWNACEE NEZIOL

Proposal Manager

M / 520 204 4522

O / 480 463 2177

AXON.COM

Kelsey Barak

From: Rick Smith <rick.smith@contact.axon.com>
Sent: Thursday, February 28, 2019 11:08 AM
To: Angela Stover
Subject: Join me at this year's Accelerate

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In your position, I know you get invited to events constantly (as do I), and there's not enough time in the year to go to half of them. But I want to personally invite you to an event that will —without a doubt—be worth your time.

I'm proud to say that, in just three years, Accelerate has grown to become the largest tech conference for public safety in the world. It's been successful for a simple reason – because people get a lot from it. We did a survey, and 97% of attendees say they'd return.

Accelerate is part thought-leadership, part hands-on learning, part networking—and hopefully part fun, too. After all, we all learn better when we're engaged. We're bringing in experts from all over the globe to tackle the biggest, most challenging problems law enforcement faces. We'll be showcasing not only new technologies from Axon and 30 other companies, but inviting you to have a voice in how we create the technologies we're working on now.

I hope you'll join me in Phoenix from April 29 - May 1. And, if you go and don't think it was an excellent use of your time, send me an email, and we'll reimburse your ticket.

You can [register here](#). See you in April!

Sincerely,

Rick Smith, Axon CEO

P.S. This year at Accelerate, you'll have the chance to take Axon Records for a test-drive. We think this RMS is going to be a game changer, and to make procurement easier, we've made it a part of our Officer Safety Plan package.



From: Axon <donotreply@contact.axon.com>
Sent: Thursday, February 21, 2019 1:09 PM
To: Angela Stover
Subject: Impacts of 5G, Addressing Officer Suicide, Recruiting Millennials, Device Management Tips, AI & Axon

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AXON JOURNAL

FEBRUARY 2018

This issue of the Axon Journal features articles by some of our most exciting Accelerate 2019 speakers. Over the coming months we'll be sharing more content from our speakers – giving you a little taste of the information and thought leadership that will be in abundance at the conference.



×

THREE MAJOR IMPACTS OF 5G ON IN-CAR VIDEO

Right now, 5G technology is dominating the conversation in the communications industry with claims of “wire-like” speeds and experience. This means incredibly fast upload and download speeds with incredibly low latency – which will be fantastic for consumers who want faster accessibility to high quality pictures, videos, games, etc. But what does this mean for law enforcement? How will 5G impact your day-to-day operations? When thinking about in-car video systems, there will be no less than three areas of significant impact.

[LEARN MORE](#)

OFFICER SUICIDE - UNITING A HOUSE DIVIDED

Every single police officer has different life experiences, different coping skills, different biological make-ups. They'll also have completely different experiences on the job. So, they're all going to react differently. Some will be fine and

might get through it no problem, no questions asked. Others are going to need help. They'll need an external factor to help get through it. When it comes to officer suicide, here's what we need to do.

[LEARN MORE](#)



13 FOCUS AREAS FOR MILLENNIAL POLICE RECRUITING

It's no secret that recruiting and retaining millennial aged police officers has become something of a monumental task for departments. There are a lot of different forces at work contributing to this problem – some more obvious than others. In this post, Dr. Jim DeLung covers his research-backed 13 key focus areas.

[LEARN MORE](#)

THREE SIMPLE DEVICE MANAGEMENT TIPS TO SAVE YOU HOURS

Think of all the things you would like to accomplish at work but just can seem to find the time to do. Here are the top three ways you can get the most value and save significant amounts of time out of your Axon devices.

[LEARN MORE](#)



AI, FACIAL RECOGNITION, AND AXON.


Here we try to shed light on another dimension of the face recognition discussion that often gets overlooked. Face recognition is a broad term that lumps together a collection of technologies. This generalization can make conversations around the subject confusing. Below is an attempt to break down the components under the hood of what is referred to as facial/face recognition.

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From: Axon <donotreply@contact.axon.com>
Sent: Tuesday, February 19, 2019 1:07 PM
To: Angela Stover
Subject: Policing big cities requires even bigger solutions. Learn more at Accelerate 2019.

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Accelerate offers content that will interest everyone at your agency, from your chief to your armorer to your PIO.

Come together and save with Accelerate 2019 agency group pricing — get each additional ticket for only \$200 (conference only) after two full-price tickets are purchased. And everyone who registers by the end of the week using code AASore25 will also receive a \$25 voucher to use at the Axon store.

Here's a sampling of the sessions offered at Accelerate 2019:

- The Future of Technology and How to Stay in Front of It
- Policing on Camera: How NOT to Be the Next YouTube Sensation
- Self-Driving Cars and Law Enforcement

- Keys to Successful Axon Systems Integration

Worried you'll miss this deal while you wait for approval? We've got you covered — you can register now without paying and hold your spot.

REGISTER NOW



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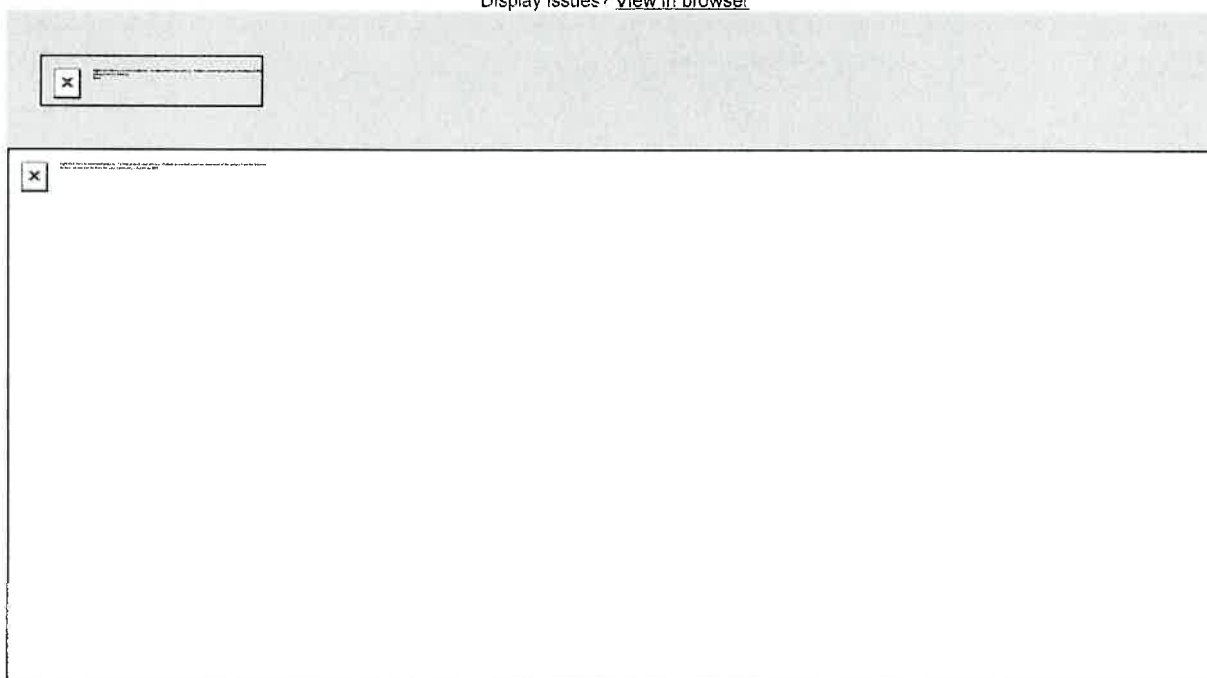
Kelsey Barak

From: Axon <donotreply@axon.com>
Sent: Wednesday, February 13, 2019 9:33 AM
To: Angela Stover
Subject: Policing big cities requires even bigger solutions. Learn more at Accelerate 2019.

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Register this week for a \$25 swag voucher

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From: Axon <events@contact.axon.com>
Sent: Tuesday, March 5, 2019 12:29 PM
To: Billy Green
Subject: Accelerate 2019 — invest in your officers and save with group pricing

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As a leader, you're constantly looking to push your agency forward. Accelerate 2019 is here to help.

- Send your officers to our Master Instructor School, and they can attend Accelerate at no additional cost.
- Sign them up for BWC certification and Accelerate for \$899 — that's \$299 in savings.
- Need to certify multiple officers? Receive group pricing at \$500 per person after your first two full-price registrations.

Accelerate is chock-full of law enforcement experts and valuable sessions. Register now to save your spot and pay when you have approval. Just click “Pay by Check / Awaiting Approval” when finishing your registration.

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Kelsey Barak

From: Rick Smith <rick.smith@contact.axon.com>
Sent: Thursday, February 28, 2019 12:09 PM
To: Billy Green
Subject: An invitation from Rick Smith

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In your position, I know you get invited to events constantly (as do I), and there's not enough time in the year to go to half of them. But I want to personally invite you to an event that will —without a doubt—be worth your time.

I'm proud to say that, in just three years, Accelerate has grown to become the largest tech conference for public safety in the world. It's been successful for a simple reason – because people get a lot from it. We did a survey, and 97% of attendees say they'd return.

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I hope you'll join me in Phoenix from April 29 - May 1. And, if you go and don't think it was an excellent use of your time, send me an email, and we'll reimburse your ticket.

You can [register here](#). See you in April!

Sincerely,

Rick Smith, Axon CEO

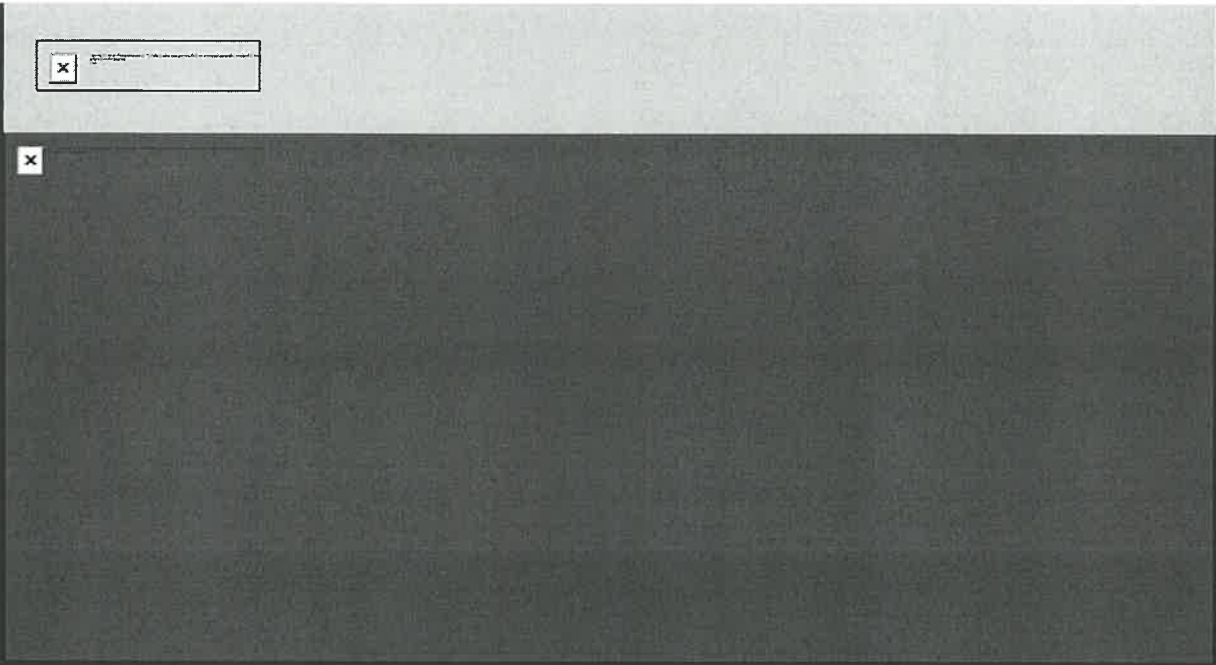
P.S. This year at Accelerate, you'll have the chance to take Axon Records for a test-drive. We think this RMS is going to be a game changer, and to make procurement easier, we've made it a part of our Officer Safety Plan package.



Kelsey Barak

From: Axon <donotreply@contact.axon.com>
Sent: Tuesday, February 5, 2019 11:03 AM
To: Billy Green
Subject: Don't let your team fall behind —save on Accelerate 2019 with group pricing

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Don't worry, you still have a chance to save on Accelerate 2019 with group pricing.

Pay only \$200 per person after your first two full-price registrations. That's almost \$300 off the normal registration price —money you can invest back into protecting your community.

Need help convincing your colleagues to attend with you? Show them our [testimonial video](#) from 2018 attendees. Over 97 percent of 2018 attendees recommend Accelerate to their colleagues, and it's easy to see why.

REGISTER NOW



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Kelsey Barak

From: Axon <donotreply@contact.axon.com>
Sent: Tuesday, January 29, 2019 10:06 AM
To: Billy Green
Subject: Early-bird pricing for Accelerate 2019 ends Jan. 31

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Early-bird pricing for Accelerate 2019 ends Jan. 31.

This is the lowest price we will be offering on the public safety tech conference that 97 percent of 2018 attendees recommend. Don't miss your chance to save up to \$200 on registration.

Want to provide even more value to your agency? Pair the conference with our TASER Master Instructor Course or enroll in Body Worn Camera Certification.

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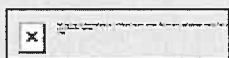
Kelsey Barak

From: Axon <donotreply@contact.axon.com>
Sent: Tuesday, December 11, 2018 9:03 AM
To: Billy Green
Subject: Your feedback makes a difference

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[Chance to win Amazon gift card with this survey.](#)

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Hello,

At Axon, we're always striving to serve you better, and your input is very important to us. We'd be very appreciative if you took three minutes to complete the survey linked to below. And as an added little thank you for your participation, you'll be entered for a chance to win one of fifty \$20 Amazon gift cards.

Your input has a direct impact on the course we take, and we'll use this feedback to improve our products and services in 2019.

GIVE YOUR INPUT

Thank you for your time and thanks for helping to create the future of public safety.

Gratefully,
The Axon Team



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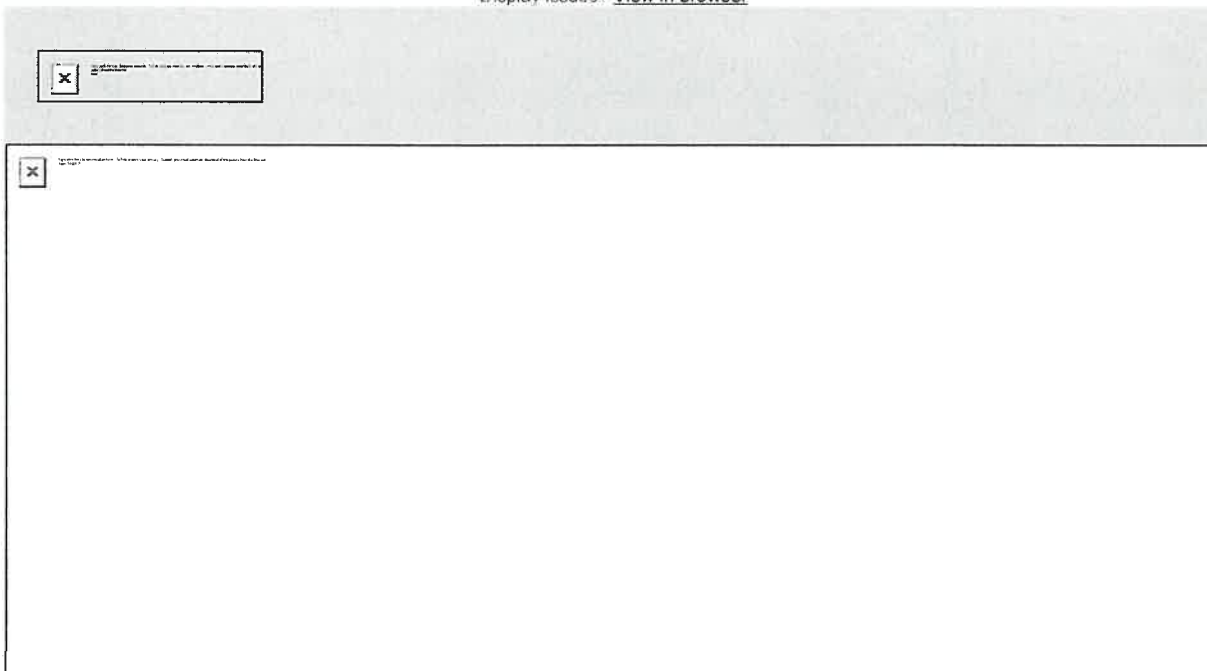


Kelsey Barak

From: Axon <donotreply@contact.axon.com>
Sent: Wednesday, November 28, 2018 8:02 AM
To: Billy Green
Subject: Cut Through Procurement Red Tape

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PREDICTABLE. FLEXIBLE. FUTURE- PROOF.

Dear Chief,

We've talked a lot about the breakthroughs and unprecedented performance capabilities of the TASER 7, but we still haven't covered everything – like how much easier it is to put this life-saving piece of technology in the hands of your officers.

With TASER 7 as a part of the Officer Safety Plan (OSP), your agency has the flexibility to choose from three different subscription options designed to fit your specific needs as well as your balance sheet. The predictable pricing makes future budget allocations and the overall procurement process much less of a headache. Plus, the subscription model helps ensure that your officers are always outfitted with the most cutting-edge protection and safety technology.

And with the Officer Safety Plan, not only can you get predictable pricing on the TASER 7, you can receive the benefits of the whole network with Axon Body 3 and Axon Records, which is free for five years to OSP customers.

Click or tap the button below to learn more about TASER 7 and the Officer Safety Plan.

[**LEARN MORE**](#)

We began 25 years ago as a company that set out to protect life, and we will always be committed to that mission. Thank you for supporting us along the way.

Sincerely,

Axon
Protect Life



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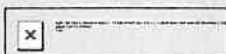
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From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Wednesday, November 7, 2018 7:26 AM
To: Billy Green
Subject: The biggest and best public safety technology conference is back.

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TOGETHER WE GO

Axon Accelerate – the leading technology conference in public safety – is back. Accelerate 2019 is a symposium that brings together the best and brightest in public safety and beyond from around the world to explore the challenges you face every day. Network with peers and learn from experts. Find out what's on the horizon for law enforcement. Get hands-on training with cutting-edge technologies and techniques.

We are offering \$200 off the regular price with early bird pricing now through January 15th. Agency group pricing is available as well, with \$200 off the regular price for the first two attendees and \$499 off the regular price for each additional attendee. You

can register now and pay in the new year.

January will be here before you know it, so make your reservations to what last year's Accelerate attendees said was "the best conference they have ever been to."

See you in April 2019!

CLAIM YOUR DISCOUNT



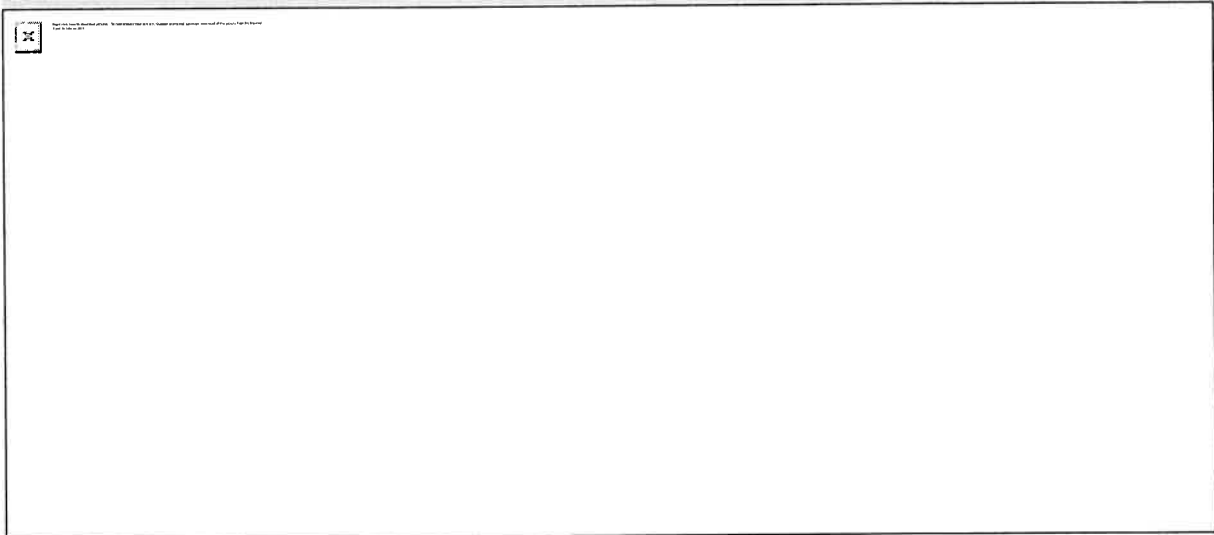
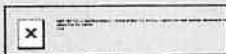
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From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Tuesday, November 6, 2018 9:23 AM
To: Billy Green
Subject: Get an early bird special for Axon Accelerate 2019

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We are offering \$200 off the walk-up price with early bird pricing now through January 15th. Group pricing is available as well, with \$200 off the walk-up price for the first two attendees and \$300 off the walk-up price for each additional attendee.

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See you in April 2019!

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From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Thursday, November 1, 2018 10:40 AM
To: Billy Green
Subject: Axon Academy Bootcamp is coming to San Francisco, CA

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SUPERPOWER YOUR AGENCY

The Axon executive team, as well as the Axon Training Academy, are hitting the road and putting the power of the Axon network on display. Join us to see how Axon's latest innovations can help your agency. Get the latest updates, best practices, and training on risk management, body-worn cameras, the Axon ecosystem, and the new TASER 7 CEW. In addition, current TASER instructors can become certified on the new TASER 7 by attending a free five-hour TASER 7 Instructor course.

Explore the event agenda below or tap the REGISTER NOW button to sign up. Seats are filling fast and there is limited capacity.

Agenda:

You have the option of attending one day of training or both.

- **TASER 7 - Thursday, November 29, 2018:** No fee (open to Chiefs, Command Staff, Officers and Certified Trainers)
 - 8:00-11:30
 - Receive an IACP product briefing from Axon executives
 - Hands-on TASER 7 firing experience
 - Participate in a risk management course
 - Experience virtual reality empathy training
 - Current TASER instructors can also get TASER 7 certified
 - 12:30-5:30
 - TASER 7 Instructor Training Course — No cost! (only available for currently-certified instructors)
- **BWC Certification - Friday, November 30, 2018:** \$399 certification fee (Open to Administrators, Redaction Specialists and Officers)
 - 8:00-4:30
 - Become certified on Axon Body Worn Cameras and more, including:
 - Hardware: Axon Body 2, Axon Flex 2.
 - Applications: Axon Capture, Axon View.
 - Software: Evidence.com, Axon Device Manager, Axon Redaction Studio
 - Discounted for 90 days from \$600 down to \$399
 - This is the first time this sold-out certification has been offered outside of Scottsdale, AZ

REGISTER NOW



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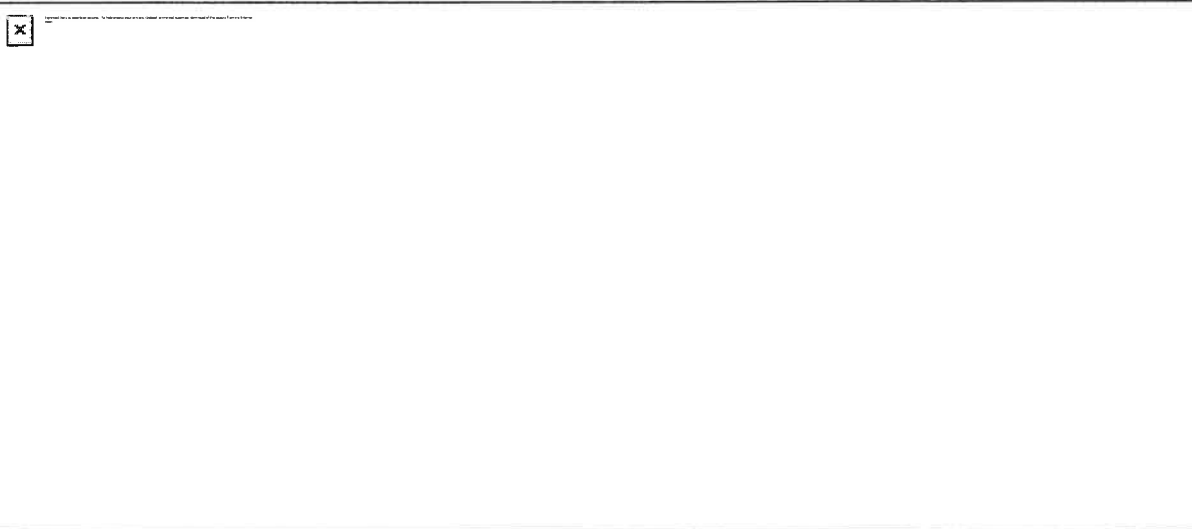
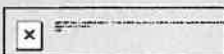
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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Thursday, October 25, 2018 9:58 AM
To: Billy Green
Subject: We asked. You voted. We booked him.

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We are excited and honored to announce our Keynote speaker for Axon Accelerate, retired Four-Star General Stan McChrystal. General McChrystal is the former head of the U.S. and International Forces in Afghanistan, the former leader of the Joint Special Operations Command, and is now a preeminent leadership mentor and instructor that's often referred to as the Steve Jobs of his field.

Register now to reserve your spot to next year's Accelerate conference to hear General McChrystal speak on innovative and proven successful leadership and team strategies.

REGISTER NOW



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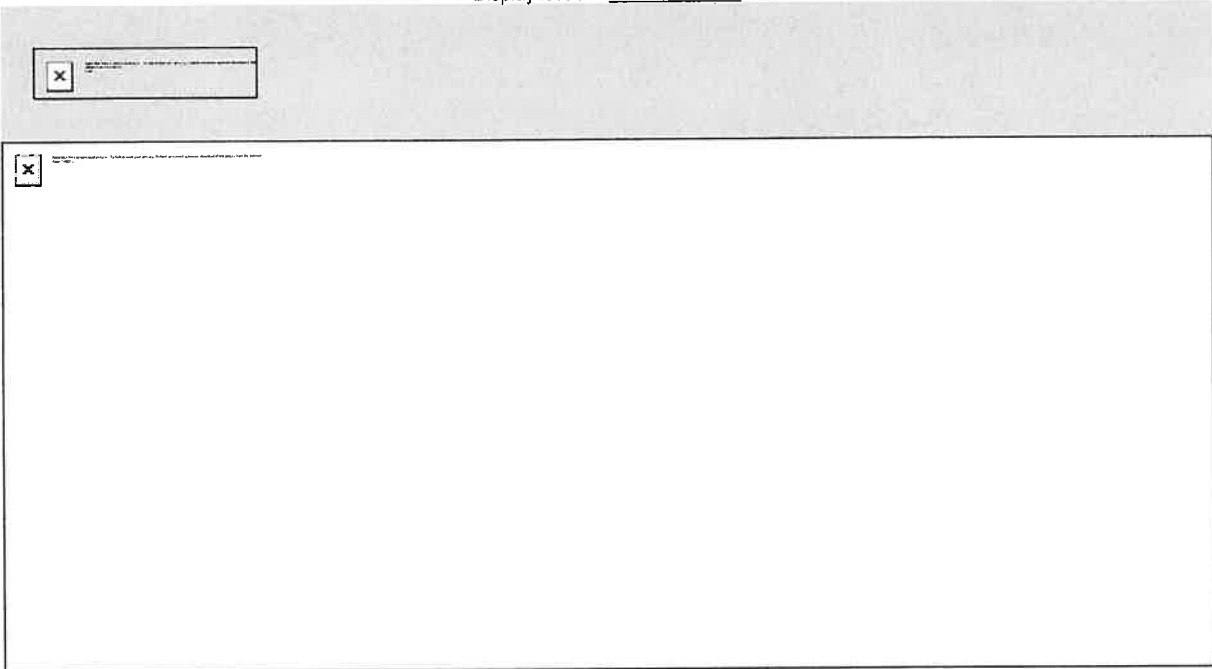
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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Tuesday, October 23, 2018 9:04 AM
To: Billy Green
Subject: TASER 7: The most effective CEW ever

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GREATER CONFIDENCE. GREATER PROTECTION.

Dear Billy,

As you probably heard, we revealed our latest CEW, the **TASER 7**, at IACP.

This isn't just a weapon. It's a breakthrough. With TASER 7, your agency can cut administrative time (think assigning weapons in seconds), build in essential training, and better de-escalate situations to protect life by limiting misses, clothing disconnects, and close probe spreads.

LEARN MORE ABOUT T7

We want you to get your hands on the TASER 7 — to see the extraordinary progress we've made in our mission to make the bullet obsolete. Come see it for yourself at our upcoming U.S. roadshow, where attendees will get to fire the weapon, be certified as an instructor, and learn more about how it works with the Axon network (including an optional BWC certification).

SIGN UP FOR THE ROADSHOW

We began 25 years ago as a company that set out to protect life, and we will always be committed to that mission. Thank you for supporting us along the way.

Sincerely,

Axon
Protect Life



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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Tuesday, October 16, 2018 7:15 AM
To: Billy Green
Subject: Last call for Axon Academy Bootcamp in Culver City, CA

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Don't Miss Your Window

Register now to see how Axon can superpower your agency



Date: Monday, November 5, 2018 - Tuesday, November 6, 2018

Location: Courtyard Marriott- LA Westside, 6333 Bristol Pkwy, Culver City, CA 90230

[Save my seat](#)

You still have time to register for Axon Academy Bootcamp in Culver City, but your window of opportunity is closing. Axon Academy Bootcamp gives you early access and insight into some of our revolutionary new products that can help superpower your agency – such as TASER 7, Axon Body 3, and Axon Records.

Registration closes 21 days before the event. Explore the event agenda below and click or tap the REGISTER NOW button to sign up. Seats are filling fast and there is limited capacity.

Agenda:

- **BWC Certification:** \$399 certification fee (Open to Administrators, Redaction Specialists and Officers)

8:00-4:30 - Become certified on Axon Body Worn Cameras and more, including:

- Hardware: Axon Body 2, Axon Flex 2.
- Applications: Axon Capture, Axon View.
- Software: Evidence.com, Axon Device Manager, Axon Redaction Studio
- Discounted for 90 days from \$600 down to \$399
- This is the first time this sold-out certification has been offered outside of Scottsdale, AZ

- **TASER 7: No fee** (open to Chiefs, Command Staff, Officers and Certified Trainers)

8:00-11:30 - No fee (open to Chiefs, Command Staff, Officers and Certified Trainers)

- Receive an IACP product briefing from Axon executives
- Hands-on TASER 7 firing experience
- Participate in a risk management course
- Experience virtual reality empathy training
- Current TASER instructors can also get TASER 7 certified

12:30-5:30 - No fee (open to Chiefs, Command Staff, Officers and Certified Trainers)

- TASER 7 Instructor Training Course — No cost! (only available for currently-certified instructors)

REGISTER NOW

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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Tuesday, October 9, 2018 8:26 AM
To: Billy Green
Subject: Axon Academy Bootcamp is coming to Culver City, CA

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x

Superpower Your Agency

Register now for a hands-on TASER 7 experience and more.

x

Date: Monday, November 5

Location: Courtyard Marriott- LA Westside, 6333 Bristol Pkwy, Culver City, CA 90230

[Save my seat](#)

Online Axon Academy Bootcamp is hitting the road and putting the power of the Axon network on display. Join us for this two-day course in Culver City, CA to see how Axon's latest innovations can help superpower your agency. Get the latest updates, best practices and training on risk management, body worn cameras, the Axon ecosystem, and the new TASER 7 CEW.

Explore the event agenda below and click or tap the REGISTER NOW button to sign up. Seats are filling fast and there is limited capacity.

Agenda:

- **Primary Day:** No fee (open to Chiefs, Command Staff, Officers and Certified Trainers)

8:00-11:30

- Receive an IACP product briefing from Axon executives
- Hands-on TASER 7 firing experience
- Participate in a risk management course
- Experience virtual reality empathy training
- Current TASER instructors can also get TASER 7 certified

12:30-5:30

- TASER 7 Instructor Training Course — **No cost!** (only available for currently-certified instructors)
- **Secondary Day:** \$399 certification fee (Open to Administrators, Redaction Specialists and Officers)

8:00-4:30

- Become certified on Axon Body Worn Cameras and more, including:
 - Hardware: Axon Body 2, Axon Flex 2.
 - Applications: Axon Capture, Axon View.
 - Software: Evidence.com, Axon Device Manager, Axon Redaction Studio
- Discounted for 90 days from \$600 down to \$399
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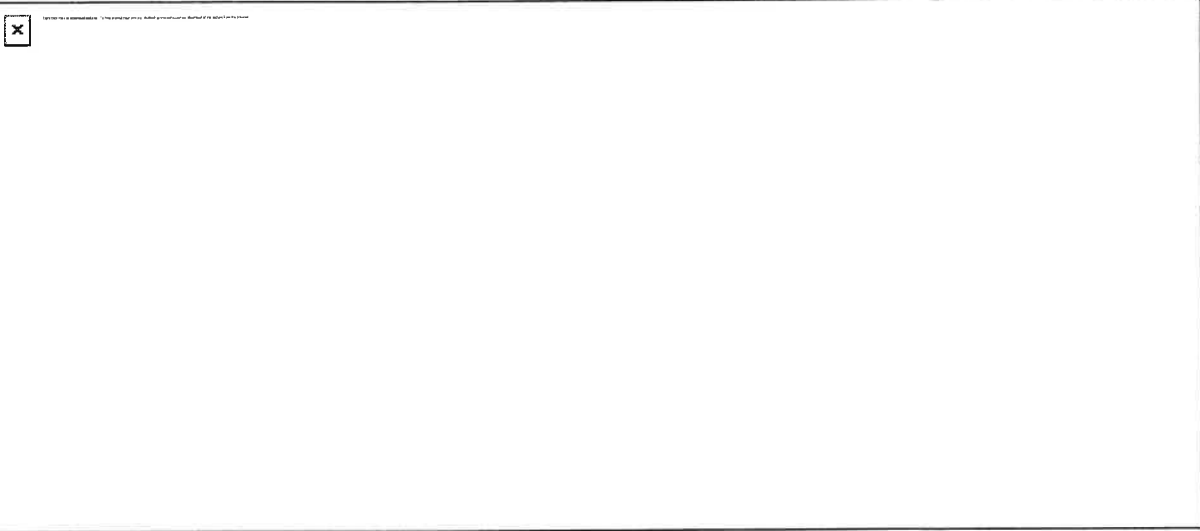
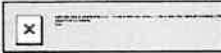
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From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Monday, October 8, 2018 10:23 AM
To: Billy Green
Subject: Have you heard about these three new superpowers?

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ANNOUNCING THE POWER TO...

At IACP 2018, we celebrated our 25th anniversary the only way we know how – by going all in. We threw the party of the year that featured the chart-topping band, One Republic. We unveiled a brand new superhero that embodies the power of the Axon network in the hands of public safety agencies. And we announced multiple game-changing additions to the Axon network that can help super-power your agency.

TASER 7: The Power to De-escalate

Axon Body 3: The Power to See Truth in the Moment

Axon Records: The Power to Focus on What Matters

Thanks to everyone who came out to IACP and made it an unforgettable experience. If you weren't able to join us at IACP, don't fret. You can learn about all of our

updates and additions through the link below (and get a free digital comic book!). You'll even have the opportunity to experience some of our new tech first hand by registering for an Axon Academy Bootcamp event near you.

GET THE FULL RECAP



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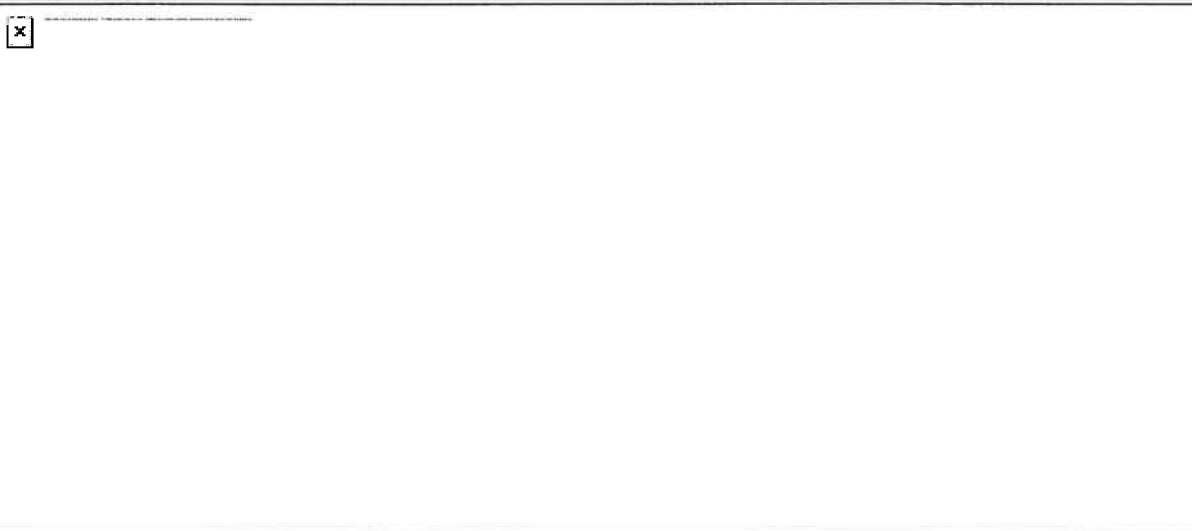
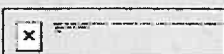
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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Thursday, August 30, 2018 11:49 AM
To: Billy Green
Subject: Important IACP Party info inside

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A KICKOFF SO GRAND, WE'RE LOCKING DOWN THE PARTY

Our 25th anniversary bash is going to be the party of the year, and we've got some pretty big announcements to kick the whole thing off. But here's the thing: **We're temporarily closing the doors at 9:30 p.m.**

You know how Axon likes to go big? Well, we've got very big announcements just for law enforcement, which is why we'll be closing the doors before our party kickoff. Don't worry. We'll open them back up around 10:00 after the presentation and before One Republic takes the stage. But if you want to be a part of the epic moment, then **you'll need to be on time.**

It won't be the same without you there. Please plan accordingly.

When: Saturday, October 6th, 2018 at 9:00 p.m. (doors temporarily closed from 9:30-10:00 for our big announcement!)

Where: House of Blues, Orlando FL

How to register: Click the link below.

[CLICK HERE TO REGISTER](#)



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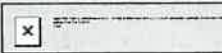
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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Thursday, August 30, 2018 10:55 AM
To: Billy Green
Subject: Be on time or you may be left behind

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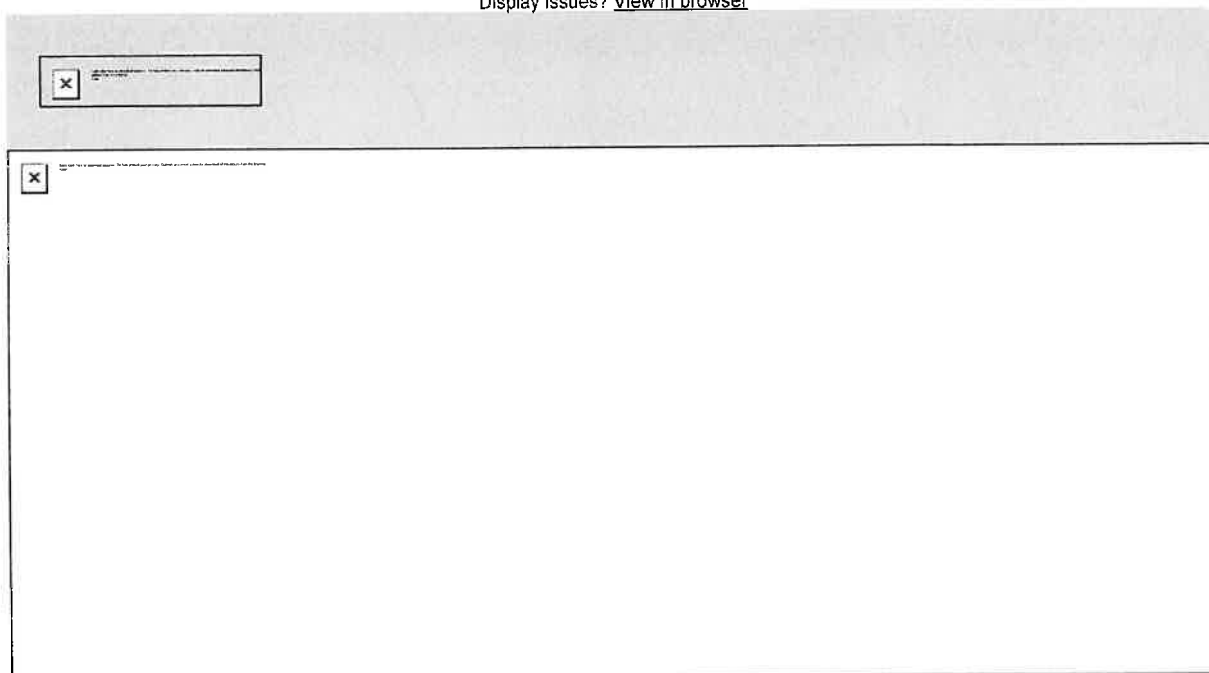
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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Tuesday, August 21, 2018 1:43 PM
To: Billy Green
Subject: You'll want to witness this

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A PARTY YOU WON'T WANT TO MISS. ANNOUNCEMENTS THAT YOU NEED TO WITNESS.

Don't be caught hearing all your friends say: "You should have been there." We're celebrating our 25th anniversary the Saturday before IACP, and this is a party you're not going to want to miss. We're featuring internationally acclaimed band OneRepublic and making some groundbreaking announcements that you need to be on hand for.

So, make sure your travel is booked accordingly so that after this party is over you can tell those that weren't: you should have been there.

When: Saturday, October 6th, 2018
Where: House of Blues, Orlando FL
How to register: Click the link below.

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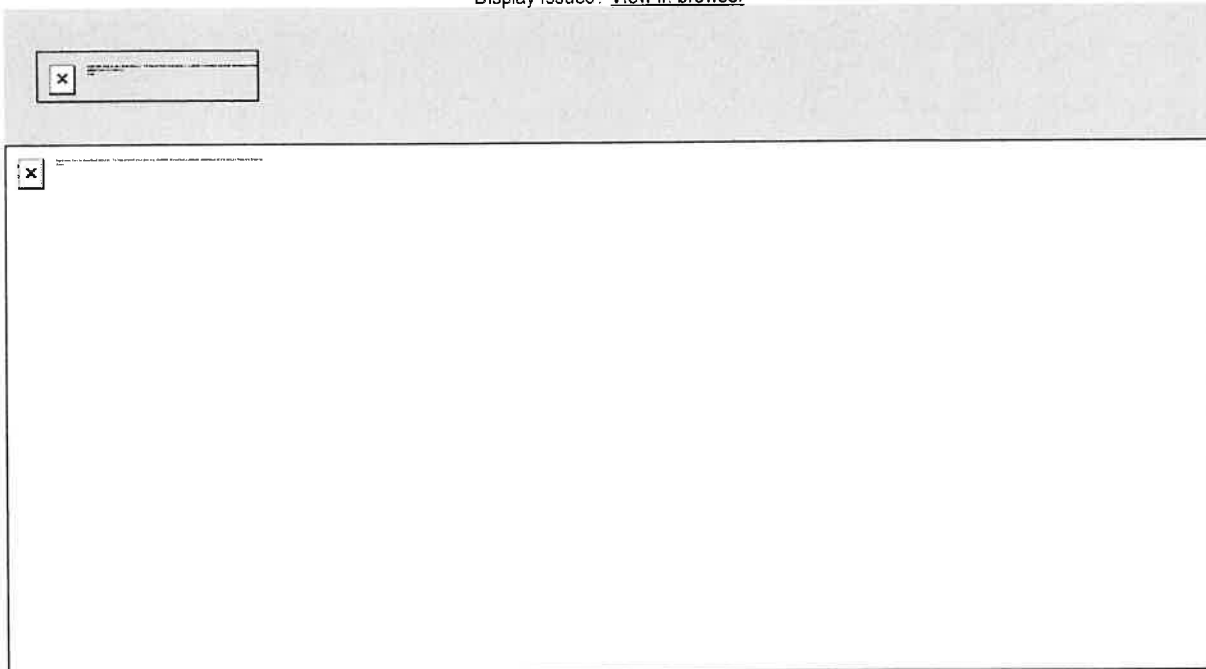
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Kelsey Barak

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Tuesday, August 21, 2018 12:44 PM
To: Billy Green
Subject: You're invited: Axon's 25th anniversary party

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So, make sure your travel is booked accordingly so that after this party is over you can tell those that weren't: you should have been there.

When: Saturday, October 6th, 2018

Where: House of Blues, Orlando FL

How to register: Click the link below.

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Kelsey Barak

From: Candy Thomas
Sent: Wednesday, November 1, 2017 3:22 PM
To: Joseph Marioni
Subject: RE: TASER

Categories: RECORDS

Yes, thank you for the clarification

Candy Thomas

Sr. Administrative Analyst • Fontana Police Department
cthomas@fontana.org • Office: (909) 356-7144

From: Joseph Marioni [mailto:jmarioni@taser.com]
Sent: Wednesday, November 01, 2017 3:02 PM
To: Candy Thomas <cthomas@fontana.org>
Subject: RE: TASER

Understood, but let me clarify. The second quote offered was not a price increase, just another purchasing option for you to consider. You are more than welcome to purchase either plan. The 513K quote includes a refresh on weapons after they are past their useful life and include extended warranty at no additional cost and unlimited consumable's. The quote for 376K is simply a purchase of all the equipment and extended warranty divided by five with unlimited consumable's but there will no replacement weapons at the end of the contract. I would love an opportunity to discuss the value proposition of each if time permitted with all the stakeholders. I just want to make sure that you all know at this point there is not a price increase, the second quote was just another consideration. Does that make sense at all?

From: Candy Thomas [mailto:cthomas@fontana.org]
Sent: Wednesday, November 01, 2017 2:52 PM
To: Joseph Marioni <jmarioni@taser.com>
Subject: RE: TASER

No, the item has not gone to council yet, the grant item was not related to this.

We had a Captain retire so there has been a lot of movement around here with promotions etc. and my Captain has been extremely busy. She will only be here for a portion of the day tomorrow and after that we will have a new Captain in Admin. I will try to meet with Captain if she is available tomorrow to see if command staff has reached a decision to proceed or not as I know the price increase from 376,999.10 to 513,748.61 is of concern.

Thank you,
Candy

Candy Thomas

Sr. Administrative Analyst • Fontana Police Department
cthomas@fontana.org • Office: (909) 356-7144

From: Joseph Marioni [mailto:jmarioni@taser.com]

Sent: Wednesday, November 01, 2017 2:34 PM

To: Candy Thomas <cthomas@fontana.org>

Subject: TASER

Hi Candy,

I just wanted to follow up with the voicemail I left. I could view the city council meeting on KFON and I was not able to see whether or not our proposed TASER budget was on the docket. I did notice that there was approval for a grant that awarded. Can let me know if these were the funds that you were waiting for to move forward?

Joseph Marioni

TASER Sales

O / 480 515.6328

F / 480 360 7713

AXON.COM

TASER INTERNATIONAL IS NOW AXON

Kelsey Barak

From: Candy Thomas
Sent: Wednesday, November 1, 2017 2:52 PM
To: Joseph Marioni
Subject: RE: TASER

Categories: RECORDS

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Thank you,
Candy

Candy Thomas

Sr. Administrative Analyst • Fontana Police Department
cthomas@fontana.org • Office: (909) 356-7144

From: Joseph Marioni [mailto:jmarioni@taser.com]
Sent: Wednesday, November 01, 2017 2:34 PM
To: Candy Thomas <cthomas@fontana.org>
Subject: TASER

Hi Candy,

I just wanted to follow up with the voicemail I left. I could view the city council meeting on KFON and I was not able to see whether or not our proposed TASER budget was on the docket. I did notice that there was approval for a grant that awarded. Can let me know if these were the funds that you were waiting for to move forward?

Joseph Marioni
TASER Sales

O / 480 515.6328
F / 480 360 7713

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TASER INTERNATIONAL IS NOW AXON

Kelsey Barak

From: Joseph Marioni <jmarioni@taser.com>
Sent: Thursday, October 26, 2017 10:32 AM
To: Candy Thomas
Cc: Jason Maxwell
Subject: TASER

Categories: RECORDS

Hi Candy,

Jason just showed me the email you sent. I just wanted to clarify the situation. I am the representative that is working with you and your agency on this weapons deal. If you have additional questions between the two programs presented, please let me know and we can take ten minutes and go over the nuances and benefits of the TAP. I had hoped to cover some of these with Lt. Stover or just introduce myself but we were unable to link up at IACP. I apologize for all the confusion and change over the past couple of months. I assure you that we all have your best interest in mind, we are just transitioning through a realignment and doing what we can to ensure that you have everything you need to make the best decision for your agency. My contact information is below and please do not hesitate to call me direct for any clarification.

Joseph Marioni
TASER Sales

O / 480 515.6328
F / 480 360 7713
Mobile/ [REDACTED]

AXON.COM

TASER INTERNATIONAL IS NOW AXON

Kelsey Barak

From: Candy Thomas
Sent: Tuesday, October 24, 2017 1:21 PM
To: Jason Maxwell
Subject: RE: Taser - Quote Follow up

Categories: RECORDS

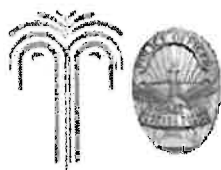
Jason,

Thank you for the phone call and email. I will be meeting with my Captain when she returns to provide her with a summary of your terms and conditions, agreement, pricing etc. which I hope to be able to work on this weekend or early next week. The Department will then be able to make a decision to move forward or not based on the summary, project priority and available funds.

I am surprised that Taser has once again changed our sales rep. 3 reps in 3 months.....We had a quote from Steve Hartfield that was valid until 9/29/17, \$376,999.10. We then got a quote from Joseph Marioni that is valid until 10/31/17, \$513,748.61. I have not yet had a chance to dissect it and see exactly where the \$136,749.61 increases are but am very disappointed in the huge price increase. And below you note Taser plans on raising prices again in January! Since Mr. Marioni's quote expires 10/31/17 and we most likely will not have a decision by then, I'm hoping that you will be able to provide us with a more palatable quote.

Will talk to you soon.

Thank you.
Candy



Candace Thomas

Police Support Services Manager • Fontana Police Department

City of Fontana • 17005 Upland Ave • Fontana, CA 92335

cthomas@fontana.org • Office: (909) 356-7144



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Candy Thomas

Sr. Administrative Analyst • Fontana Police Department
cthomas@fontana.org • Office: (909) 356-7144

From: Jason Maxwell [mailto:jmaxwell@taser.com]
Sent: Thursday, October 19, 2017 11:22 AM
To: Candy Thomas <cthomas@fontana.org>
Subject: Taser - Quote Follow up
Importance: High

Candy,

Hello there! Jason Maxwell from Taser here. I just wanted to make you and your department are aware that as of October 3, 2017 I will your departments sole representative in regards to Taser and Taser accessory purchases throughout the remainder of 2017. I hope you are having a great week; Being that we are in the 4th quarter and closing in on the end of the year, are you able to provide an update on the quote provided to you!?

Thank you again for driving this initiative forward and for keeping me updated on your TASER purchase, I just want to make the best effort to assist you in completing this order before January when the prices will raise a minimum of 3.5%.

Regardless the status, your response is greatly appreciated and I definetely look forward to hearing from you!

Jason Maxwell
Taser Inside Sales – (KS, OK, AR, ND, MT)
Direct: 480.502.6201 | Fax: 480.378.6152

AXON | Taser
Protect Life. Protect Truth.

AXON.COM

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Kelsey Barak

From: Candy Thomas
Sent: Wednesday, August 2, 2017 11:55 AM
To: Steve Hartfield
Cc: Scott Snyder
Subject: RE: Updated Quote: Extended the Dates through 09/30/17
Attachments: Fontana Police Dept. - CA -X26P(190)T60U Trade-Up(41).pdf

Categories: Agenda Items

Steve,

Thank you for the extended quote. Per our discussion, funding would not be approved until our 1st Quarter goes to city council on 10/24/17. However, I will try to get the purchase portion approved prior to that on a separate council item so we could issue a PO before the quote expires if the department decides to move forward with the purchase.

As far as the \$4,100 credit goes we will do what we need to on our end to make sure we stay in 100% compliance with our funding requirements as we would never want to jeopardize our equitable sharing program funding source.

I will most likely be in contact with you later this month when I start working on the agenda item.

Thanks again,

Candy

From: Steve Hartfield [mailto:steveh@taser.com]
Sent: Wednesday, August 02, 2017 11:16 AM
To: Candy Thomas
Cc: Scott Snyder
Subject: Updated Quote: Extended the Dates through 09/30/17

CAUTION - EXTERNAL SENDER - THIS EMAIL ORIGINATED OUTSIDE OF THE CITY'S EMAIL SYSTEM
Do not click links or open attachments unless you recognize the sender and know the content is safe.

Candy,

Per our call yesterday, I have extended the expiration of the attached quote to more reasonably reflect timing for this purchase.

Also, I spoke with my manager regarding if you needed to show the \$4,100 CR as something other than the Trade-Up CR that we will accommodate you. Meaning, we can just show it as a blanket CR for \$4,100, if needed.

Let me know if you should need any further items.

Thank you.

Steve Hartfield

Smart Weapons Specialist-CA

O / 480.515.6318

F / 480.999.6160

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TASER INTERNATIONAL IS NOW AXON

Protect Life.



Feel free to reach out with any questions, or if you're looking to get information or order something. I look forward to working with you and being a resource to your agency.

Axon Enterprise, Inc.

Protect Life.

17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737
Fax: (480)999-6160

Scott Snyder
1-909-350-7700
ssnyder@fontana.org



Quotation

Quote: Q-120636-6
Date: 8/2/2017 11:09 AM
Quote Expiration: 9/29/2017
Contract Start Date*: 10/5/2017
Contract Term: 5 years

AX Account Number:
107236

Bill To:
Fontana Police Dept. - CA
17005 Upland Avenue
Fontana, CA 92335
US

Ship To:
Scott Snyder
Fontana Police Dept. - CA
17005 Upland Avenue
Fontana, CA 92335
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Steve Hartfield	(480) 515-6318	steveh@taser.com	Fedex - Ground	Net 30

*Note this will vary based on the shipment date of the product.

Net 30-Due in 2017

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
41	11002	HANDLE, BLACK, CLASS III, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
41	85705	TASER 60 YEAR 1 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 4,100.00	USD 11,152.00
41	11010	XPPM, BATTERY PACK, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
41	11501	HOLSTER, BLACKHAWK, RIGHT, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
123	34200	Cartridge - 15'	USD 0.00	USD 0.00	USD 0.00	USD 0.00
82	44203	CARTRIDGE - 25' HYBRID	USD 0.00	USD 0.00	USD 0.00	USD 0.00
149	11002	HANDLE, BLACK, CLASS III, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
149	85705	TASER 60 YEAR 1 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
149	11010	XPPM, BATTERY PACK, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
119	11501	HOLSTER, BLACKHAWK, RIGHT, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
30	11504	HOLSTER, BLACKHAWK, LEFT, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
447	34200	Cartridge - 15'	USD 0.00	USD 0.00	USD 0.00	USD 0.00
298	44203	CARTRIDGE - 25' HYBRID	USD 0.00	USD 0.00	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
2	22013	KIT, DATAPORT DOWNLOAD, USB, X2/ X26P	USD 176.49	USD 352.98	USD 352.98	USD 0.00
2	80138	TASER 60 X26P UNLIMITED	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	11002	HANDLE, BLACK, CLASS III, X26P	USD 964.05	USD 1,928.10	USD 1,928.10	USD 0.00
2	11010	XPPM, BATTERY PACK, X26P	USD 68.02	USD 136.04	USD 136.04	USD 0.00
Net 30-Due in 2017 Tax Amount:						USD 5,159.95
Net 30-Due in 2017 Discount:						USD 6,517.12
Net 30-Due in 2017 Net Amount Due Including Taxes:						USD 71,739.95

Year 2-Due in 2018

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
41	85706	TASER 60 YEAR 2 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
149	85706	TASER 60 YEAR 2 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
Year 2-Due in 2018 Tax Amount:						USD 5,477.70
Year 2-Due in 2018 Net Amount Due Including Taxes:						USD 76,157.70

Year 3-Due in 2019

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
41	85707	TASER 60 YEAR 3 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
149	85707	TASER 60 YEAR 3 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
Year 3-Due in 2019 Tax Amount:						USD 5,477.70
Year 3-Due in 2019 Net Amount Due Including Taxes:						USD 76,157.70

Year 4-Due in 2020

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
41	85708	TASER 60 YEAR 4 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
149	85708	TASER 60 YEAR 4 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
Year 4-Due in 2020 Tax Amount:						USD 5,477.70
Year 4-Due in 2020 Net Amount Due Including Taxes:						USD 76,157.70

Year 5-Due in 2021

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
41	85709	TASER 60 YEAR 5 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
149	85709	TASER 60 YEAR 5 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
Year 5-Due in 2021 Tax Amount:						USD 5,477.70
Year 5-Due in 2021 Net Amount Due Including Taxes:						USD 76,157.70

Subtotal	USD 349,300.00
Estimated Shipping & Handling Cost	USD 628.35
Estimated Tax	USD 27,070.75
Grand Total	USD 376,999.10

Hardware Shipping Estimate

Typically, hardware shipment occurs between 4 – 6 weeks after purchase date. Product availability for new or high demand products may impact delivery time.

TASER 60 Sales Terms and Conditions

This quote contains a purchase under the TASER 60 Plan. If your purchase only includes the TASER 60 Plan, CEWs, and CEW accessories, then this purchase is solely governed by the TASER 60 Terms and Conditions posted at: <http://www.axon.com/legal>, and the terms and conditions of Axon's Master Services and Purchasing Agreement do not apply to this order. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Axon Enterprise, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and Axon's Master Services and Purchasing Agreement posted at <https://www.axon.com/legal/sales-terms-and-conditions>. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Signature:	_____	Date:	_____
Name (Print):	_____	Title:	_____
PO# (if needed):	_____		

Quote: Q-120636-6

Please sign and email to Steve Hartfield at stevch@taser.com or fax to (480)999-6160

THANK YOU FOR YOUR BUSINESS!

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Certificate of Destruction

Agency Name: _____

Quote/PO Number: _____

Product/ Quantity to be
destroyed:

M26: _____

X26: _____

Other: _____

Customer certifies that all products for which Customer receives a trade-up discount will be removed from service to be destroyed and rendered permanently nonfunctional. Destruction of units should be performed according to Customer's policy. Products traded-in may not be resold or redistributed. TASER is not responsible for Product warranty or liability related to traded-in products, reserves the right to invoice Customer for the discounted amount for any device not destroyed, and reserves the right to require verification that destruction has been performed.

Form completed by: _____

Signature (Digital is acceptable or scan)

Printed name, title

Date

Return the signed form to your sales representative along with your purchase order/quote.

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Kelsey Barak

From: Joseph Marioni <jmarioni@taser.com>
Sent: Thursday, October 26, 2017 10:32 AM
To: Candy Thomas
Cc: Jason Maxwell
Subject: TASER

Categories: RECORDS

Hi Candy,

Jason just showed me the email you sent. I just wanted to clarify the situation. I am the representative that is working with you and your agency on this weapons deal. If you have additional questions between the two programs presented, please let me know and we can take ten minutes and go over the nuances and benefits of the TAP. I had hoped to cover some of these with Lt. Stover or just introduce myself but we were unable to link up at IACP. I apologize for all the confusion and change over the past couple of months. I assure you that we all have your best interest in mind, we are just transitioning through a realignment and doing what we can to ensure that you have everything you need to make the best decision for your agency. My contact information is below and please do not hesitate to call me direct for any clarification.

Joseph Marioni
TASER Sales

O / 480 515.6328
F / 480 360 7713
Mobile/ [REDACTED]

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Kelsey Barak

From: Jason Maxwell <jmaxwell@taser.com>
Sent: Wednesday, October 25, 2017 9:54 AM
To: Candy Thomas
Subject: Taser - Quotes
Attachments: Fontana PD - Snyder - Taser60 X26p (190) Trade up (41) Unlimited.pdf; Fontana PD - Snyder - X26p (190) TAP+ Unlimited.pdf

Importance: High

Categories: RECORDS

Candy,

I apologize for the novel but I figured I would make a descriptive email for you to look over and then any additional questions we could go over on the phone!

- **So we have two different quotes, the first quote that was sent to you by Steve. That quote and how it is broken out and the program that it is on, please see below.**

1. Taser-60 Unlimited;

What Taser-60 is, a program that makes it feasible to fully outfit your department with the most functional Tasers on the market as well as the accessories needed at an affordable price. It is taking your entire invoice and splitting it up over 5 years into 5 equal payments, no additional fees, no interest, it is actually cheaper than making an outright purchase. It is NOT a leasing program as when these Tasers are sent out they are yours. Many departments have issues with multi-year deals or "contracts" Taser-60 has a non-appropriation clause which by-passes that. You get the Taser, unlimited batteries, a holster, 3 training cartridges a year and unlimited cartridges, and a 4 year extended warranty. You are also able to receive \$100 off per old Taser you have that will be implemented and discounted off of your first year payment. It is nice because you do not have to send them back nor do I need any serial numbers. You will just sign a sheet of paper called "certificate of destruction" that simply states you will be taking those weapons off of the line. (you can put them in training or take them home or use them as desk weights)

Major Benefits

- Budget certainty (you are able to know the exact cost you will spend on Taser's and supplies for the next 5 years)
- The life expectancy of a Taser is 5 years (so when the program ends you know that it is time to upgrade your weapons)
- All of your weapons are on the same life expectancy (so you don't have some weapons that are a few years old and a couple that are 2 years old, this makes it a lot easier for the Taser instructor as well as knowing all your weapons have the correct software and are on the same timeline)
- You are able to get all the weapons you need and fully outfit your entire department affordably.
- On the Taser-60 program you get 2016 pricing as they kept that pricing for a benefit on the Taser-60. Taser prices increase 3.5% each year.
- You are able to receive a \$100 credit towards your first year payment for any old X26 weapon you have.
- All of your weapons are covered under a full fledged warranty covering you for 5 years, this is nice for the Taser instructor and the Chief and finance as any issues with any of the Tasers are covered completely and full. If a

weapon is dropped, ran over, rained on, any of the electrical components stop working, you send it back to Taser and we will send you a brand new one.

- The second quote you received from Joe. That quote and how it is broken out and the program that it is on, please see below.

2. Taser Assurance Plan + Unlimited Cartridge Plan;

TASER Assurance Plan(\$100 per weapon trade in)

The TASER Assurance Plan is a warranty/replacement program that allows your agency to maintain its current TASER program worry free with a no questions asked warranty. It also refreshes an agency's inventory of related equipment after the fifth year.

Key Points:

- Extended warranties at no cost.
- Device refresh after 5 years.
- TAP Payments at 2016 pricing.
- Trade Up Discount of \$100 per unit at a 1:1 swap.

The main reason for the price increase that you were curious about between the two quotes is the automatic refresh of weapons in 5 years. That is why the change in price was so large, the TAP program requires the large capital expenditure but is by far the most lucrative deal that we currently hold. If departments have the money it benefits them tenfold moving forward and saves the most by far out of any program we have.

Like the first quote, this quote has the Unlimited Cartridge program built in which gets your department 3 training cartridges a year and unlimited duty cartridges a year and unlimited batteries. As you see that there is a limit on training cartridges, if your department decides they want to train with "duty" cartridges, you do have the ability to get as many duty cartridges as needed as there is no limit on those.

You will also see on the second quote sent by Joe you are receiving a total of (5) spares compared to the (2) offered on the 1st quote by Steve. The reason for that is on the TAP program we are able to offer more incentive! The difference in total discounts compared from quote #1 and quote #2 is quite significant –

Total Discounts:

Quote #1 - 6,517.12

Quote #2 - 40,264.35

I have extended each quote expiration date out to the end of the year which is the farthest I can push them out. Please find both fresh copies of quotes attached, if you have ANY questions or concerns please reach out to me as I will be more than happy to assist.

Jason Maxwell
Taser Inside Sales – (CA, KS, OK, AR, ND, MT)
Direct: 480.502.6201 | Fax: 480.378.6152

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From: Candy Thomas [mailto:cthomas@fontana.org]
Sent: Tuesday, October 24, 2017 1:21 PM
To: Jason Maxwell <jmaxwell@taser.com>
Subject: RE: Taser - Quote Follow up

Jason,

Thank you for the phone call and email. I will be meeting with my Captain when she returns to provide her with a summary of your terms and conditions, agreement, pricing etc. which I hope to be able to work on this weekend or early next week. The Department will then be able to make a decision to move forward or not based on the summary, project priority and available funds.

I am surprised that Taser has once again changed our sales rep. 3 reps in 3 months.....We had a quote from Steve Hartfield that was valid until 9/29/17, \$376,999.10. We then got a quote from Joseph Marioni that is valid until 10/31/17, \$513,748.61. I have not yet had a chance to dissect it and see exactly where the \$136,749.61 increases are but am very disappointed in the huge price increase. And below you note Taser plans on raising prices again in January! Since Mr. Marioni's quote expires 10/31/17 and we most likely will not have a decision by then, I'm hoping that you will be able to provide us with a more palatable quote.

Will talk to you soon.

Thank you.
Candy

Candace Thomas

Police Support Services Manager • Fontana Police Department
City of Fontana • 17005 Upland Ave • Fontana, CA 92335
cthomas@fontana.org • Office: (909) 356-7144



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Candy Thomas

Sr. Administrative Analyst • Fontana Police Department
cthomas@fontana.org • Office: (909) 356-7144

From: Jason Maxwell [<mailto:jmaxwell@taser.com>]
Sent: Thursday, October 19, 2017 11:22 AM
To: Candy Thomas <cthomas@fontana.org>
Subject: Taser - Quote Follow up
Importance: High

Candy,

Hello there! Jason Maxwell from Taser here. I just wanted to make you and your department are aware that as of October 3, 2017 I will your departments sole representative in regards to Taser and Taser accessory purchases throughout the remainder of 2017. I hope you are having a great week; Being that we are in the 4th quarter and closing in on the end of the year, are you able to provide an update on the quote provided to you!?

Thank you again for driving this initiative forward and for keeping me updated on your TASER purchase, I just want to make the best effort to assist you in completing this order before January when the prices will raise a minimum of 3.5%.

Regardless the status, your response is greatly appreciated and I definitely look forward to hearing from you!

Jason Maxwell
Taser Inside Sales – (KS, OK, AR, ND, MT)
Direct: 480.502.6201 | Fax: 480.378.6152

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17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737
Fax: (480)999-6160



Scott Snyder
1-909-350-7700
ssnyder@fontana.org

Quotation

Quote: Q-120636-7
Date: 10/25/2017 9:34 AM
Quote Expiration: 12/31/2017
Contract Start Date*: 10/5/2017
Contract Term: 5 years

AX Account Number:
107236

Bill To:
Fontana Police Dept. - CA
17005 Upland Avenue
Fontana, CA 92335
US

Ship To:
Scott Snyder
Fontana Police Dept. - CA
17005 Upland Avenue
Fontana, CA 92335
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Steve Hartfield	(480) 515-6318	steveh@taser.com	Fedex - Ground	Net 30

*Note this will vary based on the shipment date of the product.

Initial Payment - Taser 60 Year 1

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
41	85705	TASER 60 YEAR 1 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 4,100.00	USD 11,152.00
41	11002	HANDLE, BLACK, CLASS III, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
41	11010	XPPM, BATTERY PACK, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
41	11501	HOLSTER, BLACKHAWK, RIGHT, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
123	34200	Cartridge - 15'	USD 0.00	USD 0.00	USD 0.00	USD 0.00
82	44203	CARTRIDGE - 25' HYBRID	USD 0.00	USD 0.00	USD 0.00	USD 0.00
149	85705	TASER 60 YEAR 1 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
149	11002	HANDLE, BLACK, CLASS III, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
149	11010	XPPM, BATTERY PACK, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
119	11501	HOLSTER, BLACKHAWK, RIGHT, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
30	11504	HOLSTER, BLACKHAWK, LEFT, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
447	34200	Cartridge - 15'	USD 0.00	USD 0.00	USD 0.00	USD 0.00
298	44203	CARTRIDGE - 25' HYBRID	USD 0.00	USD 0.00	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
2	22013	KIT, DATAPORT DOWNLOAD, USB, X2/ X26P	USD 176.49	USD 352.98	USD 352.98	USD 0.00
2	80138	TASER 60 X26P UNLIMITED	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	11002	HANDLE, BLACK, CLASS III, X26P	USD 964.05	USD 1,928.10	USD 1,928.10	USD 0.00
2	11010	XPPM, BATTERY PACK, X26P	USD 68.02	USD 136.04	USD 136.04	USD 0.00
Initial Payment - Taser 60 Year 1 Total Before Discounts:						USD 73,097.12
Initial Payment - Taser 60 Year 1 Discount:						USD 6,517.12
Initial Payment - Taser 60 Year 1 Net Amount Due:						USD 66,580.00

Taser 60 Year 2 - 2018

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
149	85706	TASER 60 YEAR 2 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
41	85706	TASER 60 YEAR 2 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
Taser 60 Year 2 - 2018 Total Before Discounts:						USD 70,680.00
Taser 60 Year 2 - 2018 Net Amount Due:						USD 70,680.00

Taser 60 Year 3 - 2019

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
149	85707	TASER 60 YEAR 3 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
41	85707	TASER 60 YEAR 3 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
Taser 60 Year 3 - 2019 Total Before Discounts:						USD 70,680.00
Taser 60 Year 3 - 2019 Net Amount Due:						USD 70,680.00

Taser 60 Year 4 - 2020

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
149	85708	TASER 60 YEAR 4 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
41	85708	TASER 60 YEAR 4 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
Taser 60 Year 4 - 2020 Total Before Discounts:						USD 70,680.00
Taser 60 Year 4 - 2020 Net Amount Due:						USD 70,680.00

Taser 60 Year 5 - 2021

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
149	85709	TASER 60 YEAR 5 PAYMENT: X26P UNLIMITED	USD 372.00	USD 55,428.00	USD 0.00	USD 55,428.00
41	85709	TASER 60 YEAR 5 PAYMENT: X26P UNLIMITED	USD 372.00	USD 15,252.00	USD 0.00	USD 15,252.00
Taser 60 Year 5 - 2021 Total Before Discounts:						USD 70,680.00
Taser 60 Year 5 - 2021 Net Amount Due:						USD 70,680.00

Subtotal	USD 349,300.00
Estimated Shipping & Handling Cost	USD 628.35
Estimated Tax	USD 27,070.75
Grand Total	USD 376,999.10

Hardware Shipping Estimate

Typically, hardware shipment occurs between 4 – 6 weeks after purchase date. Product availability for new or high demand products may impact delivery time.

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Signature:	_____	Date:	_____
Name (Print):	_____	Title:	_____
PO# (if needed):	_____		

Quote: Q-120636-7

Please sign and email to Steve Hartfield at stevch@taser.com or fax to (480)999-6160

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Certificate of Destruction

Agency Name: _____

Quote/PO Number: _____

Product/ Quantity to be
destroyed:

M26: _____

X26: _____

Other: _____

Customer certifies that all products for which Customer receives a trade-up discount will be removed from service to be destroyed and rendered permanently nonfunctional. Destruction of units should be performed according to Customer's policy. Products traded-in may not be resold or redistributed. TASER is not responsible for Product warranty or liability related to traded-in products, reserves the right to invoice Customer for the discounted amount for any device not destroyed, and reserves the right to require verification that destruction has been performed.

Form completed by: _____

Signature (Digital is acceptable or scan)

Printed name, title

Date

Return the signed form to your sales representative along with your purchase order/quote.

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Axon Enterprise, Inc.

Protect Life.

17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737
Fax: (480) 360-7713

Scott Snyder
1-909-350-7700
ssnyder@fontana.org



Quotation

Quote: Q-134441-2
Date: 10/25/2017 9:49 AM
Quote Expiration: 12/31/2017
Contract Start Date*: 9/18/2017
Contract Term: 5 years

AX Account Number:
107236

Bill To:
Fontana Police Dept. - CA
17005 Upland Avenue
Fontana, CA 92335
US

Ship To:
Scott Snyder
Fontana Police Dept. - CA
17005 Upland Avenue
Fontana, CA 92335
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Joseph Marioni	(480) 515-6328	jmarioni@taser.com	Fedex - Ground	Net 30

*Note this will vary based on the shipment date of the product.

Year 1

Due Net 30

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
190	85059	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X26P	USD 197.22	USD 37,471.80	USD 19,000.00	USD 18,471.80
190	85058	TASER ASSURANCE PLAN CEW, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
190	11002	HANDLE, BLACK, CLASS III, X26P	USD 964.05	USD 183,169.50	USD 0.00	USD 183,169.50
200	11010	XPPM, BATTERY PACK, X26P	USD 68.02	USD 13,604.00	USD 13,604.00	USD 0.00
170	11501	HOLSTER, BLACKHAWK, RIGHT, X26P	USD 57.04	USD 9,696.80	USD 0.00	USD 9,696.80
20	11504	HOLSTER, BLACKHAWK, LEFT, X26P	USD 57.04	USD 1,140.80	USD 0.00	USD 1,140.80
190	88130	UCP STANDARD - YEAR 1 PAYMENT	USD 119.88	USD 22,777.20	USD 0.00	USD 22,777.20
380	34200	Cartridge - 15'	USD 0.00	USD 0.00	USD 0.00	USD 0.00
380	44203	CARTRIDGE - 25' HYBRID	USD 0.00	USD 0.00	USD 0.00	USD 0.00
190	44205	Cartridge - Simulation	USD 0.00	USD 0.00	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
1	85147	CEW STARTER	USD 2,500.00	USD 2,500.00	USD 2,500.00	USD 0.00
Year 1 Total Before Discounts:						USD 270,360.10
Year 1 Discount:						USD 35,104.00
Year 1 Net Amount Due:						USD 235,256.10

Year 2

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
190	88131	UCP STANDARD - YEAR 2 PAYMENT	USD 119.88	USD 22,777.20	USD 0.00	USD 22,777.20
190	85059	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X26P	USD 197.22	USD 37,471.80	USD 0.00	USD 37,471.80
Year 2 Total Before Discounts:						USD 60,249.00
Year 2 Net Amount Due:						USD 60,249.00

Year 3

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
190	88132	UCP STANDARD - YEAR 3 PAYMENT	USD 119.88	USD 22,777.20	USD 0.00	USD 22,777.20
190	85059	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X26P	USD 197.22	USD 37,471.80	USD 0.00	USD 37,471.80
Year 3 Total Before Discounts:						USD 60,249.00
Year 3 Net Amount Due:						USD 60,249.00

Year 4

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
190	88133	UCP STANDARD - YEAR 4 PAYMENT	USD 119.88	USD 22,777.20	USD 0.00	USD 22,777.20
190	85059	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X26P	USD 197.22	USD 37,471.80	USD 0.00	USD 37,471.80
Year 4 Total Before Discounts:						USD 60,249.00
Year 4 Net Amount Due:						USD 60,249.00

Year 5

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
190	88134	UCP STANDARD - YEAR 5 PAYMENT	USD 119.88	USD 22,777.20	USD 0.00	USD 22,777.20
190	85059	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X26P	USD 197.22	USD 37,471.80	USD 0.00	USD 37,471.80
Year 5 Total Before Discounts:						USD 60,249.00
Year 5 Net Amount Due:						USD 60,249.00

On Site Spare(s)

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
5	85058	TASER ASSURANCE PLAN CEW, X26P	USD 0.00	USD 0.00	USD 0.00	USD 0.00
5	11002	HANDLE, BLACK, CLASS III, X26P	USD 964.05	USD 4,820.25	USD 4,820.25	USD 0.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
5	11010	XPPM, BATTERY PACK, X26P	USD 68.02	USD 340.10	USD 340.10	USD 0.00
On Site Spare(s) Total Before Discounts:						USD 5,160.35
On Site Spare(s) Discount:						USD 5,160.35
On Site Spare(s) Net Amount Due:						USD 0.00
Subtotal						USD 476,252.10
Estimated Shipping & Handling Cost						USD 586.96
Estimated Tax						USD 36,909.55
Grand Total						USD 513,748.61

Hardware Shipping Estimate

Typically, hardware shipment occurs between 4 – 6 weeks after purchase date. Product availability for new or high demand products may impact delivery time.

Axon Enterprise, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and Axon's Master Services and Purchasing Agreement posted at <https://www.axon.com/legal/sales-terms-and-conditions>. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Signature: _____ Date: _____

Name (Print): _____ Title: _____

PO# (if needed): _____

Quote: Q-134441-2

Please sign and email to Joseph Marioni at jmarioni@taser.com or fax to (480) 360-7713

THANK YOU FOR YOUR BUSINESS!

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Kelsey Barak

From: Steve Hartfield <steveh@taser.com>
Sent: Thursday, July 6, 2017 9:15 AM
To: Candy Thomas
Subject: TASER 60 Unlimited Product Card
Attachments: Product Card -Taser 60 Unlimited - X26P.PDF

Candy,

Never did send you the actual product card for the **T60 Unlimited** Program (see attached). Thought you may want this as well.

Thank you.

Steve Hartfield
Smart Weapons Specialist-CA

O / 480.515.6318
F / 480.999.6160

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Feel free to reach out with any questions, or if you're looking to get information or order something. I look forward to working with you and being a resource to your agency.



THE POWER OF TASER SMART WEAPONS

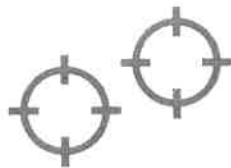
TASER WEAPONS HAVE PROVEN TO REDUCE OFFICER INJURIES BY 70%.



GET TO THE TRUTH

21 SECONDS

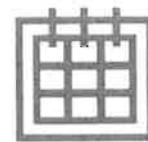
needed to immediately access firing logs provided by TASER Smart Weapon technology



ENHANCED PERFORMANCE

150% MORE

The PPM in the X26P offers up to 300 more deployments than the original DPM in the X26E



STRUCTURED PRICING

60 MONTHS

in the TASER X26P payment plan, which lets you pay over time for your weapons

		QTY	2017 PRICE LIST	TASER 60 UNLIMITED PLAN
	X26P	1	\$964.05	Included
	HOLSTERS	1	\$57.04	Included
	EXTENDED WARRANTY (5 YEARS)	1	\$297.75	Included
	3 TRAINING CARTRIDGES/YEAR FOR 5 YEARS (15 TOTAL)	15	\$379.35	Included
	UNLIMITED DUTY CARTRIDGES FOR 5 YEARS	Unlimited	\$295.00*	Included
	PPMS	Unlimited	\$179.98	Included
	TOTAL COST		\$2,172.11	\$31 / Month

BASIC: For \$22 (X26P) or \$26 (X2) a month, you'll receive one Smart Weapon under warranty, one battery, on-site spares*, a holster, and two training cartridges.

UNLIMITED: For \$31 (X26P) or \$36 (X2) a month, you'll receive one smart weapon under warranty, a holster, 3 training cartridges/year, unlimited PPMs, and unlimited duty cartridges.

*Estimated average use of 2 duty cartridges per year.

•10 handle minimum for the TASER X26P program eligibility.

•As part of the TASER X26P program, you will be billed on an annual basis for your purchase.

*Onsite spare devices are provided with the purchase of 30 or more devices.

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Kelsey Barak

From: Steve Hartfield <steveh@taser.com>
Sent: Wednesday, July 5, 2017 2:11 PM
To: Candy Thomas
Subject: TASER CEW Certification Form
Attachments: V20_End-User_Certification_Form.pdf

Candy,

This is the required form for CEW Certification that you requested in writing.

Steve Hartfield
Smart Weapons Specialist-CA

O / 480.515.6318
F / 480.999.6160

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TASER INTERNATIONAL IS NOW AXON

Protect Life.



Feel free to reach out with any questions, or if you're looking to get information or order something. I look forward to working with you and being a resource to your agency.

From: Candy Thomas [mailto:cthomas@fontana.org]
Sent: Tuesday, July 04, 2017 11:29 AM
To: Steve Hartfield
Subject: RE: Taser 60 Plan - Additional Information Request

Thank you Steve. Enjoy your holiday

Candy

From: Steve Hartfield [mailto:steveh@taser.com]
Sent: Tuesday, July 04, 2017 11:25 AM
To: Candy Thomas <cthomas@fontana.org>
Subject: Re: Taser 60 Plan - Additional Information Request

Happy 4th of July Candy,

And working today, impressed.

I will gladly get you all you need tomm, I will be back in office from 8-5.

Stay tuned and Be Safe,

Sent from Steve's iPhone 7+
480.515.6318

From: Candy Thomas <cthomas@fontana.org>
Sent: Tuesday, July 4, 2017 11:21:51 AM
To: Steve Hartfield
Subject: Taser 60 Plan - Additional Information Request

Good morning Mr. Hartfield,

I'm working with Sgt. Snyder and Lt. Burton on the possible Taser 60 purchase. I need some additional information in order to get the purchase request prepared.

Can you please email me with the following or provide me with the contact information of the individual who can?

- Provide the complete Taser 60 Terms & Conditions
- Provide a copy of the Regular and Extended warranties
- Provide in writing Taser's required terms for annual certification including the required number of training cartridges for certification in order to keep our agency in full compliance with your terms and conditions.

Thank you,
Candy

Candace Thomas
Senior Administrative Analyst • Fontana Police Department
City of Fontana • 17005 Upland Ave • Fontana, CA 92335
cthomas@fontana.org • Office: (909) 356-7144



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TASER® CEW End-User Applicant Certification Form

PRINT LEGIBLY AND CLEARLY PLEASE!

Which CEWs were you certified on (Check all that apply): ☐ M26 ☐ X26 ☐ X26P ☐ X2 ☐ X3

Rank: _____ Name: _____

Agency: _____ Email: _____

Phone: _____

Address/State/Zip: _____

New Certification: ☐ Annual Recertification: ☐

By signing below, I hereby acknowledge receipt of TASER's Version 20 Product Warnings. I understand that I must read and understand these warnings PRIOR to participating in any hands-on CEW drills required by the certification course.

Student Signature: **(REQUIRED):** _____

TASER Instructor Use Only

Instructor is required to verify that applicant has successfully completed all CEW User Certification/Recertification requirements.

Number of answers correct on written exam: _____ out of 50 for the X26, X26P, X2, and X3 (90% minimum)
_____ out of 45 for the M26 (90% minimum)

_____ Review entire Version 20 End-Use Certification Course PowerPoint Presentation(s).

_____ Demonstrate safe handling of CEW and cartridges and proper finger positions for safe handling, aiming, and firing.

_____ Safely control TASER CEW adequately when commanded "Arm - Spark - Safe" at random.

_____ Demonstrate the ability to safely load and unload the TASER CEW under stress.

_____ Remove and reinstall battery in TASER CEW correctly.

_____ Deploy a minimum of 2 live cartridges, placing both probes in preferred target zones.

_____ (X2 and X3 only) Utilize the ARC switch to re-energize deployed probes and give a warning arc.

I hereby certify that the above named applicant has satisfactorily completed all components of the TASER End-User Certification, or Annual Re-Certification, training program and is hereby certified as a user of this system for one year.

Attested by Certifying Instructor: _____
(Print Name) (Signature)

Date: _____ Location of Training: _____

***Do Not Send this Form to TASER International
Keep this Form for Department Training Records***

Kelsey Barak

From: Steve Hartfield <steveh@taser.com>
Sent: Wednesday, July 5, 2017 8:12 AM
To: Candy Thomas
Subject: RE: Taser 60 Plan - Additional Information Request
Attachments: Axon TASER 60 Terms Signature 2017-03-19.docx; Name Change Ltr 2017-04-10.pdf; Sole Source Letter - Product Packages 2017.pdf; Axon Final Warranty Terms and Conditions - LE.pdf

Good morning Candy,

Here are the items requested + additional forms that may be needed. Please note below email from you as I did reply to each section.

Please call me to go over, if necessary.

Remember, even if your agency plans on paying upfront the whole 5 Years vs. paying each year (no prepayment penalty), we would still have the warranties for the entire 5 years and we would be sending each year 3 training carts (agency choice of cart) X 190 for them to train each under the term (upfront + 4 add'l years).

Hope this helps and thank you.

Steve Hartfield
Smart Weapons Specialist-CA

—
O / 480.515.6318
F / 480.999.6160

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Protect Life.



Feel free to reach out with any questions, or if you're looking to get information or order something. I look forward to working with you and being a resource to your agency.

From: Candy Thomas [mailto:cthomas@fontana.org]
Sent: Tuesday, July 04, 2017 11:22 AM
To: Steve Hartfield
Subject: Taser 60 Plan - Additional Information Request

Good morning Mr. Hartfield,

I'm working with Sgt. Snyder and Lt. Burton on the possible Taser 60 purchase. I need some additional information in order to get the purchase request prepared.

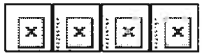
Can you please email me with the following or provide me with the contact information of the individual who can?

- Provide the complete Taser 60 Terms & Conditions—***Attached***
- Provide a copy of the Regular and Extended warranties--***Line Item #9 Attached***
- Provide in writing Taser's required terms for annual certification including the required number of training cartridges for certification in order to keep our agency in full compliance with your terms and conditions.—**2 Cartridges per year per officer, under TASER 60 we send 3 (1 extra) as some may need that extra cartridge or new hires coming onboard you will extras**

Thank you,
Candy



Candace Thomas
Senior Administrative Analyst • Fontana Police Department
City of Fontana • 17005 Upland Ave • Fontana, CA 92335
cthomas@fontana.org • Office: (909) 356-7144



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Axon Enterprise, Inc.'s TASER 60 Terms and Conditions

These TASER 60 Terms and Conditions (**Agreement**) apply to your purchase from Axon Enterprise, Inc. (**Axon**) under the TASER 60 Plan. TASER 60 provides CEW hardware extended warranty coverage, CEW Products, and CEW accessories. TASER 60 only applies to the TASER CEW Product and accessories listed in the Quote.

1. **TASER 60 Term.** TASER 60 Term start date is based upon the shipment date of the hardware covered under TASER 60 (**Start Date**). The TASER 60 Term will end 5 years after the Start Date (**Term**).
2. **Payment Terms.** Axon invoices for the TASER 60 Unlimited plan on an annual basis. Agency will be invoiced upon the Start Date and then upon the anniversary of the Start Date for the remainder of the Term. Invoices are due to be paid within 30 days of the date of invoice. Invoices are due to be paid within 30 days of the date of invoice. Payment obligations are non-cancelable and fees paid are non-refundable and all amounts payable will be made without setoff, deduction, or withholding.
3. **Taxes.** Unless the Agency provides a valid and correct tax exemption certificate applicable to the purchase and ship-to location, the Agency is responsible for sales and other taxes associated with the order.
4. **Shipping; Title; Risk of Loss; Rejection.** Axon reserves the right to make partial shipments and products may ship from multiple locations. All shipments are E.X.W. via common carrier and title and risk of loss pass to the Agency upon delivery to the common carrier by Axon. The Agency is responsible for all freight charges. Any loss or damage that occurs during shipment is the Agency's responsibility. Shipping dates are estimates only.
5. **Returns.** All sales are final and no refunds or exchanges are allowed, except for warranty returns or as provided by state or federal law.
6. **Hardware Limited Warranty.** Axon warrants that its law enforcement hardware products are free from defects in workmanship and materials for a period of ONE (1) YEAR from the date of receipt. Extended warranties run from the date of purchase of the extended warranty through the balance of the 1-year limited warranty term plus the term of the extended warranty measured after the expiration of the 1-year limited warranty. CEW cartridges and Smart cartridges that are expended are deemed to have operated properly. Axon-Manufactured Accessories are covered under a limited 90-DAY warranty from the date of receipt. Non-Axon manufactured accessories are covered under the manufacturer's warranty. If Axon determines that a valid warranty claim is received within the warranty period, Axon agrees to repair or replace the Product. Axon's sole responsibility under this warranty is to either repair or replace with the same or like Product, at Axon's option.
7. **Warranty Limitations.** The warranties do not apply and Axon will not be responsible for any loss, damage, or other liabilities arising from: (a) damage from failure to follow instructions relating to the Product's use; (b) damage caused by use with non-Axon products or from the use of cartridges, batteries or other parts, components or accessories that are not manufactured or recommended by Axon; (c) damage caused by abuse, misuse, intentional or deliberate damage to the product, or force majeure; (d) damage to a Product or part that has been repaired or modified by persons other than Axon authorized personnel or without the written permission of Axon; or (e) if any Axon serial number has been removed or defaced.

To the extent permitted by law, the warranties and remedies set forth above are exclusive and Axon disclaims all other warranties, remedies, and conditions, whether oral or written, statutory, or implied, as permitted by applicable law. If statutory or implied warranties cannot be lawfully disclaimed, then all such warranties are limited to the duration of the express warranty described above and limited by the



Axon Enterprise, Inc.'s TASER 60 Terms and Conditions

other provisions contained in this Agreement.

Axon's cumulative liability to any Party for any loss or damage resulting from any claims, demands, or actions arising out of or relating to any Axon product will not exceed the purchase price paid to Axon for the product or if for services, the amount paid for such services over the prior 12 months preceding the claim. In no event will either Party be liable for any direct, special, indirect, incidental, exemplary, punitive or consequential damages, however caused, whether for breach of warranty, breach of contract, negligence, strict liability, tort or under any other legal theory.

8. **Warranty Returns.** If a valid warranty claim is received by Axon within the warranty period, Axon agrees to repair or replace the Product which Axon determines in its sole discretion to be defective under normal use, as defined in the Product instructions. Axon's sole responsibility under this warranty is to either repair or replace with the same or like Product, at Axon's option. For warranty return and repair procedures, including troubleshooting guides, please go to Axon's website www.axon.com/support.

A replacement product will be new or like new and have the remaining warranty period of the original product or 90 days from the date of replacement or repair, whichever period is longer. Any replacement item becomes Purchaser's property and the replaced item becomes Axon's property.

9. **TASER 60 Warranty Coverage.** TASER 60 includes extended warranty coverage for TASER CEW hardware specifically identified in the Quote and as described in the Hardware Limited Warranty. TASER 60 warranty coverage starts at the beginning of the Term and continues as long as the Agency continues to pay the required annual fees for TASER 60 during the Term. The Agency may not have both an optional extended warranty and TASER 60 on the TASER CEW product.
10. **Spare Product.** For orders of more than 30 units, Axon will provide a predetermined number of Spare Product for the TASER CEW hardware listed in the Quote (**Spare Products**) to keep at the Agency location to replace broken or non-functioning units in order to improve the availability of the units to officers in the field. The Agency must return to Axon, through Axon's RMA process, any broken or non-functioning units for which a Spare Product is utilized, and Axon will repair or replace the non-functioning unit with a replacement product. Axon warrants it will repair or replace the unit which fails to function for any reason not excluded by the warranty coverage, during the Term with the same product or a like product, at Axon's sole option. Within 30 days of the end of the Term, the Agency must return to Axon all Spare Products. The Agency will be invoiced for and are obligated to pay to Axon the MSRP then in effect for all Spare Products not returned to Axon.
11. **Product Warnings.** See our website at www.axon.com for the most current product warnings.
12. **Design Changes.** Axon reserves the right to make changes in the design of any of Axon's products and services without incurring any obligation to notify the Agency or to make the same change to products and services previously purchased. Axon may replace end of life products with the next generation of that product without notifying the Agency.
13. **TASER 60 Termination.** If an invoice for TASER 60 is more than 30 days past due, then Axon may terminate TASER 60. Axon will provide notification that TASER 60 coverage is terminated. Once TASER 60 coverage is terminated for any reason, then:



Axon Enterprise, Inc.'s TASER 60 Terms and Conditions

- 13.1 TASER 60 coverage will terminate as of the date of termination and no refunds will be given.
- 13.2 The Agency will be invoiced and obligated to pay for the remainder of the MSRP for TASER 60 Products received before the termination date. In the case of termination for non-appropriations, Axon will not invoice the Agency if the Agency returns the CEW, battery, holster, and unused cartridges to Axon within 30 days of the date of termination.
- 13.3 The Agency will be responsible for payment of any missed payments due to the termination before being allowed to purchase any future TASER 60 Unlimited plan.

- 14. **Excusable Delays**. Axon will use commercially reasonable efforts to deliver all products and services ordered as soon as reasonably practicable. In the event of interruption of any delivery due to causes beyond Axon's reasonable control Axon has the right to delay or terminate the delivery with reasonable notice.
- 15. **Proprietary Information**. The Agency agrees that Axon has and claims various proprietary rights in the hardware, firmware, software, and the integration of ancillary materials, knowledge, and designs that constitute Axon products and services, and that the Agency will not directly or indirectly cause any proprietary rights to be violated.
- 16. **Import and Export Compliance**. In connection with this Agreement, each Party will comply with all applicable import, re- import, export, and re-export control laws and regulations.
- 17. **Assignment**. The Agency may not may assign or otherwise transfer this Agreement without the prior written approval of Axon.
- 18. **Severability**. This Agreement is contractual and not a mere recital. If any portion of this Agreement is held to be invalid or unenforceable, the remaining portions of this Agreement will remain in full force and effect.
- 19. **Governing Law; Venue**. The laws of the state where the Agency is physically located, without reference to conflict of law rules, govern this Agreement and any dispute of any sort that might arise between the Parties. The United Nations Convention for the International Sale of Goods does not apply to this Agreement.
- 20. **Entire Agreement**. This Agreement and the quote provided by Axon, represents the entire agreement between the Parties. This Agreement supersedes all prior or contemporaneous representations, understandings, agreements, or communications between the Parties, whether written or verbal, regarding the subject matter of this Agreement. No modification or amendment of any portion of this Agreement will be effective unless in writing and signed by the Parties to this Agreement.



Axon Enterprise, Inc.'s TASER 60 Terms and Conditions

IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be duly executed. Each Party warrants and represents that its respective signatories whose signatures appear below have been and are, on the date of signature, duly authorized to execute this Agreement.

Axon Enterprise, Inc.

Signature: _____

Name: _____

Title: _____

Date: _____

Agency

Signature: _____

Name: _____

Title: _____

Date: _____

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17800 N. 85th St., Scottsdale, Arizona 85255 * 480-991-0797 * Fax 480-991-0791 * www.axon.com

April 5, 2017

To: United States state, local and municipal law enforcement agencies

Re: Sole Source Letter for Axon Enterprise, Inc.'s Product Packages

A sole source justification exists because the following goods and services required to satisfy the agency's needs are only available for purchase from Axon Enterprise. Axon is also the sole distributor of all Axon product packages in the States of AR, AZ, CA, CO, CT, DE, FL, GA, HI, IA, ID, IL, IN, KS, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OK, OR, PA, RI, SC, SD, TX, VA, VI, VT, WA, WI, WV, WY, and the District of Columbia.

Axon Product Packages

SOLE AUTHORIZED DISTRIBUTOR FOR TASER BRAND CEW PRODUCTS	SOLE AUTHORIZED REPAIR FACILITY FOR TASER BRAND CEW PRODUCTS
Choose an item.	
Axon Enterprise, Inc. 17800 N. 85 th Street, Scottsdale, AZ 85255 Phone: 800-978-2737 Fax: 480-991-0791	Axon Enterprise, Inc. 17800 N. 85 th Street, Scottsdale, AZ 85255 Phone: 800-978-2737 Fax: 480-991-0791

Please contact your local Axon sales representative or call us at 1-800-978-2737 with any questions.

Sincerely,

Josh Isner
Executive Vice President, North American Sales
Axon Enterprise, Inc.

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SCOTTSDALE, ARIZONA 85255

AXON.COM

RE: TASER INTERNATIONAL, INC. NAME CHANGE

To whom it may concern:

On April 5th, 2017 TASER International, Inc. changed its corporate name to Axon Enterprise, Inc. Based on our evolution as a business over the last 23 years, as well as the continuously evolving needs of law enforcement, we see the future of policing as demanding a connected approach to technology. The Axon network of devices, apps and people *is* that connected approach, and is the natural umbrella for our expanded offerings today and in the future. We're very proud of the TASER weapons that remain an important part of the network, and that brand will live on as a product name.

Please be advised that all contracts will be honored in their existing form, and all invoices will be issued as usual, just reflecting the new legal name of Axon Enterprise, Inc. In addition, our FEIN will remain the same. Please find our new W9 attached to this letter.

If you have any questions or concerns, please do not hesitate to reach out to me directly or contracts@axon.com.

Best Regards,

A handwritten signature in cursive script that reads 'Alissa McDowell'.

Alissa McDowell, Esq.
Senior Contracts Manager
amcdowell@axon.com
480.905.2038

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line, do not leave this line blank.
Axon Enterprise, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:
☐ Individual/sole proprietor or single-member LLC
☒ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶
Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any) _____
Exemption from FATCA reporting code (if any) _____
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)
17800 N. 85th Street

6 City, state, and ZIP code
Scottsdale, AZ 85255

7 List account number(s) here (optional)

8 Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number								
				-				

or

Employer identification number								
8	6		-	0	7	4	1	2 2 7

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶ Man Hauaha Date ▶ 4/5/17

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

**Axon Enterprise, Inc.'s Hardware Warranty, Limitations and Release for
Law Enforcement CEW Products and On-Officer Cameras (U.S. and Canada)
(Effective April 5, 2017)**

The following Axon Enterprise, Inc. (Axon) warranty provisions are applicable on all sales or transfers of Axon Law Enforcement Products, including TASER conducted electrical weapons (CEWs), on-officer audio/video cameras and related accessories.¹ The term "Purchaser" means any purchaser, possessor, or user of the Axon brand products. **BY USING THE AXON PRODUCT YOU ARE AGREEING TO BE BOUND BY THE TERMS OF THE WARRANTY AS SET OUT BELOW.**

Manufacturer's Limited Warranty²

Axon warrants that its Law Enforcement Hardware Products³ are free from defects in workmanship and materials for a period of ONE (1) YEAR from the date of receipt. CEW cartridges and Smart cartridges that are expended are deemed to have operated properly.⁴ Axon-Manufactured Accessories⁵ are covered under a limited 90-DAY warranty from the date of receipt. Non-Axon manufactured accessories are covered under the manufacturer's warranty. In the event any country or state imposes a longer express warranty term than that described in this warranty document, then the country or state's term will take precedence.

If a valid warranty claim is received by Axon within the warranty period, Axon agrees to repair or replace the product which Axon determines in its sole discretion to be defective under normal use, as defined in the product instructions. Axon's sole responsibility under this warranty is to either repair or replace with the same or like product, at Axon's option.

¹ The warranty does not apply to software or services offered for, by, on, or through the Axon.com or Evidence.com websites. This warranty only applies to hardware.

² A product's estimated useful life or expiration date may not be the product's warranty expiration date.

³ Axon Law Enforcement Hardware Products include TASER X2, X26, and X26P CEWs, Simulation Handles assembled by TASER, TASER CAM and TASER CAM HD recorders, CEW cartridges, and Smart cartridges, Axon Flex camera (including the universal magnetic clip), Axon Flex 2 camera, Axon Body 2

Optional Extended Hardware Warranty for Axon Flex, Axon Flex 2, Axon Body, Axon Body 2, Evidence.com Dock, Axon Dock, TASER CAM HD, X2, X26, and X26P

The optional extended warranty, when available, may only be purchased at the time of product point of sale. The extended warranty runs from the date of receipt of the extended warranty through the balance of the 1-year limited warranty plus the term of the extended warranty measured after the expiration of the 1-year limited warranty. Purchaser may not buy more than one extended warranty for any one specific product. The extended warranty does not cover user-removable battery replacement, abuse, intentional or deliberate damage to the product, or force majeure during the extended warranty period.⁶ For customers who purchase an extended warranty Axon warrants it will repair or replace the Axon product, which fails to function for any reason not excluded by this warranty, during the extended warranty period with the same or like product, at Axon's option. Purchaser may not buy a new extended warranty for any replacement or repaired product which is replaced or repaired under the extended warranty.

Exclusions and Limitations

A replacement product will be new or like new and have the remaining warranty period of the original product or 90 days from the date of replacement or repair, whichever period is longer. When a product or part is exchanged, any replacement item becomes Purchaser's property and the replaced item becomes

Axon's property. After the warranty period, Axon may, at its sole option, repair or replace a Axon product for a fee.

This warranty does not apply and Axon will not be responsible for any loss, data loss, damage, or other liabilities arising from: (a) damage from failure to follow instructions relating to the product's use; (b) damage caused by use with non-Axon products or from the use of cartridges, batteries or other parts, components or accessories that are not manufactured or recommended by Axon; (c) damage caused by abuse, misuse, intentional or deliberate damage to the product, or force majeure; (d) damage to a product or part that has been repaired or modified by persons other than Axon authorized personnel or without the written permission of Axon; or (e) if any Axon serial number has been removed or defaced.

To the extent permitted by law, this warranty and the remedies set forth above are exclusive and in lieu of all other warranties, remedies, and conditions, whether oral or written, statutory, express or implied, as permitted by applicable law. Axon specifically disclaims any and all statutory or implied warranties, including without limitation, warranties of merchantability, design, fitness for a particular purpose, arising from a course of dealing, usage or trade practice, warranties against hidden or latent defects, and warranties against patent infringement. If statutory or implied warranties cannot be lawfully disclaimed, then all such

⁶ The manufacturer's limited warranty provides coverage for Axon Flex camera, Axon Flex 2 camera, Axon Flex controller, Axon Flex 2 controller, or Axon Body 2 batteries that have failed or are exhibiting diminished capacity as result of a manufacturing defect. Under the extended warranty, replacement of the Axon Flex camera battery and Axon Flex 2 camera battery are covered, but replacement of the Axon Flex controller battery, Axon Flex 2 controller battery, and Axon Body 2 battery are not covered.

camera, Axon Fleet camera, Evidence.com Docks, and Axon Docks.

⁴ Broken blast doors are not covered under Axon's limited warranty.

⁵ Axon-Manufactured Accessories include, but are not limited to: batteries; battery chargers; carrying cases; cables; docking bars; USB data download kits; headbands; holsters; mounts; DPM, XDPM, CDPM, PPM, TTPM, APPM, XPPM, TPM, SPPM, and Shockwave Power Magazine modules; Axon Signal Unit (ASU); and the X-Rail mounting system.

**Axon Enterprise, Inc.'s Hardware Warranty, Limitations and Release for
Law Enforcement CEW Products and On-Officer Cameras (U.S. and Canada)
(Effective April 5, 2017)**

warranties are limited to the duration of the express warranty described above and limited by the other provisions contained in this warranty document.

The remedies provided for in the above warranty are expressly in lieu of any other liability Axon may have. Axon's cumulative liability to any party for any loss or damage resulting from any claims, demands, or actions arising out of or relating to any Axon product will not exceed the purchase price paid to Axon for the product. In no event will Axon be liable for any direct, special, indirect, incidental, exemplary, punitive or consequential damages, however caused, whether for breach of warranty, breach of contract, negligence, strict liability, tort or under any other legal theory, even if Axon has been advised of the possibility of those damages or if those damages could have been reasonably foreseen, and notwithstanding any failure of essential purpose of any exclusive remedy provided in this warranty. Some local laws do not allow for the limitation or exclusion of liability for incidental or consequential damages, so the above limitation or exclusion may not apply to you. Any repair to or replacement of any product under this warranty may result in a loss of programs or data.

Release

Purchaser agrees to release Axon from any and all liability arising out of the deployment, use, or misuse of the Axon product, including any claims for damages and personal injuries. Purchaser agrees to assume all risks of loss and all liability for any damages and personal injury which may result from the deployment, use, or misuse of the Axon product. Axon is not liable for the failure of the Axon product to perform and Axon is not liable for any claims

made by a third party or by Purchaser for or on behalf of a third party.

Purchaser Responsibilities and Product Registration

Purchaser should update product software and/or firmware as they become available through Axon, as well as perform periodic data uploads to Evidence.com services or download/backup copies of the information, data, and/or video contained on the Axon product storage media to protect the contents and as a precaution against possible operational failures.

To register your Axon product, please go to www.axon.com/register. Registration of your product allows Axon to contact you with important product notifications and provides a record in case of product loss or theft. Registration is voluntary and failure to register will not diminish your limited warranty rights.

Warranty Repair Procedure

For warranty return and repair procedures, including troubleshooting guides, please go to Axon's websites www.axon.com/support or www.evidence.com, as indicated in the appropriate product user manual or quick start guide.

Failure to provide the required information for the returned product will delay the return of the repaired or replaced item. If Purchaser fails to provide the required information, including the RMA number, then Axon assumes no liability for loss of the returned product. Any Axon product that has not been paid for, when required, or for which the required information has not been provided during a period of 90 days after receipt of the Axon product by Axon is deemed abandoned and Axon may dispose of the Axon product without any liability, compensation, or further notification to Purchaser.

Before you deliver your product for warranty service, it is your responsibility to upload the data contained in the product to the Evidence.com services or download the product and keep a separate backup copy of the contents. During warranty service the contents of the

storage media will be deleted and reformatted. Axon is not responsible for any loss of software programs, data, or other information contained on the storage media or any other part of the product services. The product will be returned to you configured as originally purchased, subject to applicable firmware updates. Recovery and reinstallation of software programs and user data are not covered under this warranty. *If you require attempted data recovery this must be specifically requested (and a fee may be required) or the contents of your product will be deleted and the storage media reformatted in the course of warranty service.*

General

This warranty supersedes any prior, contrary, or additional representations, whether written or oral. This warranty is Axon's only hardware warranty and may not be changed or enlarged by any agent, employee, distributor, dealer, or other person. This warranty, including any extended warranty, is non-transferable.

▲, ▲ AXON, Axon, Axon Body 2, Axon Flex, Axon Flex 2, Axon Dock, Axon Fleet, Evidence.com Evidence Sync, Shockwave, Smart Cartridge, TASER CAM, X2, X26, X26P, X-Rail, 'Protect Life,' 'Protect Truth,' TASER, and © are trademarks of Axon Enterprise, Inc., some of which are registered in the US and other countries. For more information, visit www.axon.com/legal. All rights reserved. © 2017 Axon Enterprise, Inc.

Kelsey Barak

From: Candy Thomas
Sent: Tuesday, June 27, 2017 4:36 PM
To: shawnacee@axon.com
Cc: Sid Lambert;Angela Stover;James Burton
Subject: FW: Request for Additional Feedback - SP-98-PD-17

Ms. Neziol,

Per your request a brief summary of our phone conversation:

I explained that our RFP left everything very open-ended so vendors could indicate their solution to our Body Worn Camera program. We did not list specific requirements as it would possibly limit us to a product that may not have the most current features/options available due to today's rapidly changing technology. Although we did have Taser as a BWC vendor for our trial period as well as other companies to varying degrees we did not select your product because it does not have some of the capabilities that our selected vendor has. A few of those items are: no audio only recording, no gps, no individual still photos (only from videos), needs a separate device to view in field, etc.

We were very transparent with Ben throughout the RFP process as we were with other vendors. We have purchased smart devices to move forward with our chosen vendor. Should our needs change or our current vendor does not meet our expectations we may revisit the process in the future.

Thank you for your inquiry.

Candy Thomas

Sr. Administrative Analyst
Fontana Police Department
17005 Upland Ave.
Fontana, CA 92335
(909) 356-7144
cthomas@fontana.org

From: Shawnacee Neziol [<mailto:shawnacee@axon.com>]
Sent: Friday, June 16, 2017 4:30 PM
To: Sid Lambert <slambert@fontana.org>
Subject: Request for Additional Feedback - SP-98-PD-17

Good afternoon Sid,

Thank you for the opportunity to bid on The City of Fontana RFP for Body Worn Cameras (SP-98-PD-17). Body worn technology represents a fundamental shift in the way police departments, cities, and communities

administer and improve law enforcement. We're excited that Fontana is taking this step and look forward to hearing about the positive impacts this new technology has on The City.

While we respect and appreciate The City's intent to move forward with another provider, we were disappointed and surprised to see two vendors receive higher RFP scores than Axon. Based on the criteria listed in the RFP (experience, responsiveness, system, project plan, and cost) we would greatly appreciate your guidance into where Axon scored lower and ultimately lost the bid. With stronger experience, financials, hardware / software development, and project planning resources than any other vendor in the space (notably the top-two scoring vendors) we hope you can provide additional insight into your selection process and criteria.

Further, if the vendor you have selected does not fulfill your needs for an exceptional solution, we welcome the opportunity to discuss the issues as well as potential remedies. Our agencies have told us that a rigorous side-by-side field trial is key to the evaluation process. Therefore, we continue to offer a year-long national field trial at no cost if you're considering further evaluation of the top-three scoring vendors.

<https://www.axon.com/info/offer>

Axon's mission is to Protect Life and Protect Truth. As a long-time partner to law enforcement, we also welcome candid feedback to improve our solutions to serve you better.

Thank you so much,

SHAWNACEE NEZIOL

Proposal Manager

—

M / 520 204 4522

O / 480 463 2177

AXON.COM

Kelsey Barak

From: Dora Fetzer
Sent: Tuesday, May 16, 2017 12:22 PM
To: Matt Krahn
Subject: RE: Quote for Axon 5

Hi Matt,

Did you get a chance to ask Jim about Cognitech?

I have used the demo you sent me and have had no success. I realize from the tutorials the more I play with it, the more I will learn but...I have not been able to get at least a license plate cleared up enough to help my detectives. I worry it is going to be as difficult as Cognitech.

Any suggestions?

Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [mailto:mkrahn@axon.com]
Sent: Tuesday, May 16, 2017 10:17 AM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: RE: Quote for Axon 5

Hello Dora,

I hope have been well.

Just circling back to see where you are at with this potential purchase for the department.

Did you need anything else from myself or Jim at AMPED?

Look forward to talking again soon!

Matt Krahn

Axon Prosecutor/ Forensic Software Specialist

O / 480 515 6347
F / 480 378 3921

AXON.COM

FLASER INTERNATIONAL IS NOW AXON

From: Dora Fetzer [<mailto:dfetzer@fontana.org>]
Sent: Thursday, April 06, 2017 2:11 PM
To: Matt Krahn <mkrahn@axon.com>
Subject: Quote for Axon 5

Hi Matt,

Sorry, I got pulled away.

The video enhancement system I have is Cognitech, Inc. and they are out of Pasadena, CA. The CEO and founder is Dr. Lenny Rudin.

I am the only person at FPD that extracts data from cellular telephones and processes video surveillance footage. Processing the video surveillance footage for me is creating still photographs of the suspect(s), suspect vehicle, and/or vehicle license plates. I am in great need of a video enhancement software that will allow me to help my detectives a little bit more. I am not a computer technician so I need it to be somewhat user friendly.

Thank you for all your assistance with this.



Dora Fetzer

Community Policing Technician • Fontana Police Department
City of Fontana • 17005 Upland Ave • Fontana, CA 92335
dfetzer@fontana.org • Office: (909) 350-7727

FONTANA
POLICE DEPARTMENT



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Kelsey Barak

From: Dora Fetzer
Sent: Thursday, April 6, 2017 2:11 PM
To: Matt Krahn
Subject: Quote for Axon 5

Hi Matt,

Sorry, I got pulled away.

The video enhancement system I have is Cognitech, Inc. and they are out of Pasadena, CA. The CEO and founder is Dr. Lenny Rudin.

I am the only person at FPD that extracts data from cellular telephones and processes video surveillance footage. Processing the video surveillance footage for me is creating still photographs of the suspect(s), suspect vehicle, and/or vehicle license plates. I am in great need of a video enhancement software that will allow me to help my detectives a little bit more. I am not a computer technician so I need it to be somewhat user friendly.

Thank you for all your assistance with this.



Dora Fetzer

Community Policing Technician • Fontana Police Department

City of Fontana • 17005 Upland Ave • Fontana, CA 92335

dfetzer@fontana.org • Office: (909) 350-7727

FONTANA
CALIFORNIA



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Kelsey Barak

From: Dora Fetzer
Sent: Thursday, March 30, 2017 12:35 PM
To: Matt Krahn
Subject: RE: Axon Five Software- Follow Up

Matt,

I was reviewing the YouTube videos/demos and became confused with Amped 5 vs Axon Five Professional. Are these two different softwares?

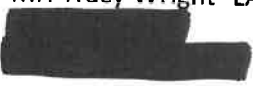
Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [mailto:mkrahn@taser.com]
Sent: Thursday, March 30, 2017 10:34 AM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: RE: Axon Five Software- Follow Up

Dora,

I would start with LA County Sheriff's first, they had training done onsite so they are very in touch with the software. I will grab the best POC for LAPD as well.

Mr. Tracy Wright- LA County Sheriff's Department


Matt Krahn

Axon Prosecutor/Forensic Suite Specialist
Direct: 480.515.6347
Fax: 480.378.3921
mkrahn@taser.com

For more information, visit:

<https://www.axon.io/products/evidence-for-prosecutors>
<https://www.youtube.com/watch?v=AGGnxu-LjYI>

TASER | Axon

Protect Life. Protect Truth.

From: Dora Fetzer [mailto:dfetzer@fontana.org]
Sent: Thursday, March 30, 2017 10:29 AM
To: Matt Krahn <mkrahn@taser.com>
Subject: RE: Axon Five Software- Follow Up

Thank you. I want to make an appointment to meet with them.

Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [mailto:mkrahn@taser.com]
Sent: Thursday, March 30, 2017 10:28 AM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: RE: Axon Five Software- Follow Up

Dora,

Let me confirm with both accounts to make sure I have the right reference point for you.

Matt

From: Dora Fetzer [mailto:dfetzer@fontana.org]
Sent: Thursday, March 30, 2017 10:18 AM
To: Matt Krahn <mkrahn@taser.com>
Subject: RE: Axon Five Software- Follow Up

Matt,
May I have the contact person and phone number for both please?
Thank you,

Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [mailto:mkrahn@taser.com]
Sent: Thursday, March 30, 2017 9:57 AM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: RE: Axon Five Software- Follow Up

Hello Dora,

The use case videos below act as sort of a demo, but I could probably arrange a more formal one online for you next week.

Los Angeles County Sheriff's Office and LAPD Forensics currently use the software. I would imagine either one of those departments would be happy to speak on its use.

Let me know if you have any other questions I can answer or help direct you to the one that can!

Matt Krahn

Axon Prosecutor/Forensic Suite Specialist

Direct: 480.515.6347

Fax: 480.378.3921

mkrahn@taser.com

For more information, visit:

<https://www.axon.io/products/evidence-for-prosecutors>

<https://www.youtube.com/watch?v=AGGnxu-LjYI>

TASER | Axon

Protect Life. Protect Truth.

From: Dora Fetzer [<mailto:dfetzer@fontana.org>]

Sent: Thursday, March 30, 2017 9:47 AM

To: Matt Krahn <mkrahn@taser.com>

Subject: RE: Axon Five Software- Follow Up

Hi Matt,

Do you have a demo of the Axon Five? Or do you have a client in my area that is using it so that I may contact them?

Thank you,

Dora Fetzer

Community Policing Technician • Fontana Police Department

dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [<mailto:mkrahn@taser.com>]

Sent: Wednesday, March 29, 2017 3:35 PM

To: Dora Fetzer <dfetzer@fontana.org>

Subject: FW: Axon Five Software- Follow Up

My sincerest apologies on the name typo last email, Dora.

Let me know if you have any further questions after looking everything over.

Matt Krahn

Axon Prosecutor/Forensic Suite Specialist

Direct: 480.515.6347

Fax: 480.378.3921

mkrahn@taser.com

For more information, visit:

<https://www.axon.io/products/evidence-for-prosecutors>

<https://www.youtube.com/watch?v=AGGnxu-LjYI>

TASER | Axon

Protect Life. Protect Truth.

From: Matt Krahn

Sent: Wednesday, March 29, 2017 3:33 PM

To: 'dfetzer@fontana.org' <dfetzer@fontana.org>

Subject: Axon Five Software- Follow Up

Hello Dana,

Nice to meet you, thank you for your inquiry.

I am the main point of contact for AXON/AMPED software at Taser International. We are the exclusive reseller of AMPED Software in the US, as you may know. Attached is a quote for one license of Axon Five with 5 total years of SMS coverage (SMS is \$975 per year if you do not want to purchase all at once). As for training costs, I can send you separate quotes for the two options I recommend, depending on how many end users you will have.

Would you be utilizing just one license or multiple at your department?

Check these out for additional context on what the software can do.

Use Cases

Axon Forensic Suite Use Case PDFs - <https://www.axon.io/info/axon-forensic-suite-downloads>

Axon Forensic Suite Use Case Videos - <http://tinyurl.com/hcj4z8p>

Axon Forensic Suite Overview Video: <https://vimeo.com/178632820/c2edb00135>

Axon Convert Configuration Video: <https://vimeo.com/182728801/4455d41a77>

Matt Krahn

Axon Prosecutor/Forensic Suite Specialist

Direct: 480.515.6347

Fax: 480.378.3921

mkrahn@taser.com

For more information, visit:

<https://www.axon.io/products/evidence-for-prosecutors>

<https://www.youtube.com/watch?v=AGGnxu-LjYI>

TASER | Axon

Protect Life. Protect Truth.

Kelsey Barak

From: Dora Fetzer
Sent: Thursday, March 30, 2017 10:29 AM
To: Matt Krahn
Subject: RE: Axon Five Software- Follow Up

Thank you. I want to make an appointment to meet with them.

Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [<mailto:mkrahn@taser.com>]
Sent: Thursday, March 30, 2017 10:28 AM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: RE: Axon Five Software- Follow Up

Dora,

Let me confirm with both accounts to make sure I have the right reference point for you.

Matt

From: Dora Fetzer [<mailto:dfetzer@fontana.org>]
Sent: Thursday, March 30, 2017 10:18 AM
To: Matt Krahn <mkrahn@taser.com>
Subject: RE: Axon Five Software- Follow Up

Matt,
May I have the contact person and phone number for both please?
Thank you,

Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

From: Matt Krahn [<mailto:mkrahn@taser.com>]
Sent: Thursday, March 30, 2017 9:57 AM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: RE: Axon Five Software- Follow Up

Hello Dora,

The use case videos below act as sort of a demo, but I could probably arrange a more formal one online for you next week.

Los Angeles County Sheriff's Office and LAPD Forensics currently use the software. I would imagine either one of those departments would be happy to speak on its use.

Let me know if you have any other questions I can answer or help direct you to the one that can!

Matt Krahn

Axon Prosecutor/Forensic Suite Specialist

Direct: 480.515.6347

Fax: 480.378.3921

mkrahn@taser.com

For more information, visit:

<https://www.axon.io/products/evidence-for-prosecutors>

<https://www.youtube.com/watch?v=AGGnxu-LjYI>

TASER | Axon

Protect Life. Protect Truth.

From: Dora Fetzer [<mailto:dfetzer@fontana.org>]

Sent: Thursday, March 30, 2017 9:47 AM

To: Matt Krahn <mkrahn@taser.com>

Subject: RE: Axon Five Software- Follow Up

Hi Matt,

Do you have a demo of the Axon Five? Or do you have a client in my area that is using it so that I may contact them?

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Community Policing Technician • Fontana Police Department

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From: Matt Krahn [<mailto:mkrahn@taser.com>]

Sent: Wednesday, March 29, 2017 3:35 PM

To: Dora Fetzer <dfetzer@fontana.org>

Subject: FW: Axon Five Software- Follow Up

My sincerest apologies on the name typo last email, Dora.

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From: Matt Krahn

Sent: Wednesday, March 29, 2017 3:33 PM

To: 'dfetzer@fontana.org' <dfetzer@fontana.org>

Subject: Axon Five Software- Follow Up

Hello Dana,

Nice to meet you, thank you for your inquiry.

I am the main point of contact for AXON/AMPED software at Taser International. We are the exclusive reseller of AMPED Software in the US, as you may know. Attached is a quote for one license of Axon Five with 5 total years of SMS coverage (SMS is \$975 per year if you do not want to purchase all at once). As for training costs, I can send you separate quotes for the two options I recommend, depending on how many end users you will have.

Would you be utilizing just one license or multiple at your department?

Check these out for additional context on what the software can do.

Use Cases

Axon Forensic Suite Use Case PDFs - <https://www.axon.io/info/axon-forensic-suite-downloads>

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Kelsey Barak

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To: Matt Krahn
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Kelsey Barak

From: Dora Fetzer
Sent: Wednesday, March 29, 2017 3:51 PM
To: Matt Krahn
Subject: RE: Axon Five Software- Follow Up

Hi Matt,

Thank you for the quick response. I am the only one that will be using the software because I am the only one doing the video surveillance for our department. I am looking for software that is user friendly because I am not a computer technician. I will review what you sent me and would also like to know about training costs and how much training you think I will need.

Thank you,

Dora Fetzer

Community Policing Technician • Fontana Police Department
dfetzer@fontana.org • Office: (909) 350-7727

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Sent: Wednesday, March 29, 2017 3:33 PM
To: Dora Fetzer <dfetzer@fontana.org>
Subject: Axon Five Software- Follow Up

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Matt Krahn

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<https://www.youtube.com/watch?v=AGGnxu-LjYI>

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Kelsey Barak

From: Luke Larson <Luke.Larson@contact.axon.com>
Sent: Wednesday, September 5, 2018 10:35 AM
To: Dustin Mullins
Subject: Looking ahead

CAUTION - EXTERNAL SENDER - THIS EMAIL ORIGINATED OUTSIDE OF THE CITY'S EMAIL SYSTEM Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Axon Customer,

I've spent a lot of time thinking about our customers lately. This is a big year for us - our 25th - and it's only because of you. I want to thank you for the part you've played in supporting Axon for 25 years. And more importantly, thank you for keeping us all safe and our society secure. We'll be celebrating our anniversary at IACP and hope to see you there.

We're about to begin planning for 2019 with a leadership offsite in two weeks. This is a chance for us to review the upcoming needs of our customers and plan our product priorities for 2018 - with an eye towards the impact technology will have on public safety over the next 25 years.

I have one question for you to help me prepare for this offsite: How can we serve you better in 2019?

If you have anything you'd like to share, please simply reply to this email. We'll carefully read and consider each response and share them with the leaders of Axon. We have so many things we'd like to do, but need to focus on a few priorities that will matter most to our customers in our partnership to protect life.

Whether you respond or not, I'm grateful for you and the brave and selfless work you do for our communities.

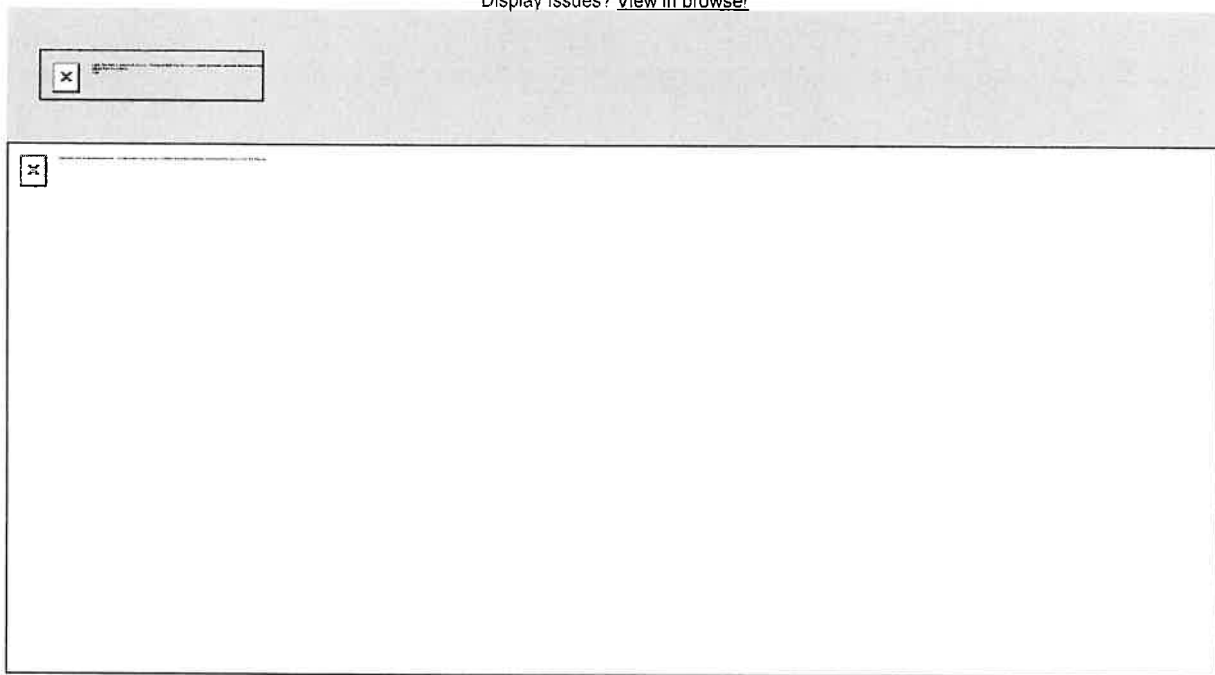
Warm Regards,

Luke Larson
President - Axon

From: Axon (formerly TASER International) <donotreply@contact.axon.com>
Sent: Thursday, August 30, 2018 11:49 AM
To: Dustin Mullins
Subject: Important IACP Party info inside

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Do not click links or open attachments unless you recognize the sender and know the content is safe.

Display issues? [View in browser](#)



A KICKOFF SO GRAND, WE'RE LOCKING DOWN THE PARTY

Our 25th anniversary bash is going to be the party of the year, and we've got some pretty big announcements to kick the whole thing off. But here's the thing: **We're temporarily closing the doors at 9:30 p.m.**

You know how Axon likes to go big? Well, we've got very big announcements just for law enforcement, which is why we'll be closing the doors before our party kickoff. Don't worry. We'll open them back up around 10:00 after the presentation and before One Republic takes the stage. But if you want to be a part of the epic moment, then **you'll need to be on time.**

It won't be the same without you there. Please plan accordingly.

When: Saturday, October 6th, 2018 at 9:00 p.m. (doors temporarily closed from 9:30-10:00 for our big announcement!)

Where: House of Blues, Orlando FL

How to register: Click the link below.

[CLICK HERE TO REGISTER](#)



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